Automotive News.

May 31, 1989

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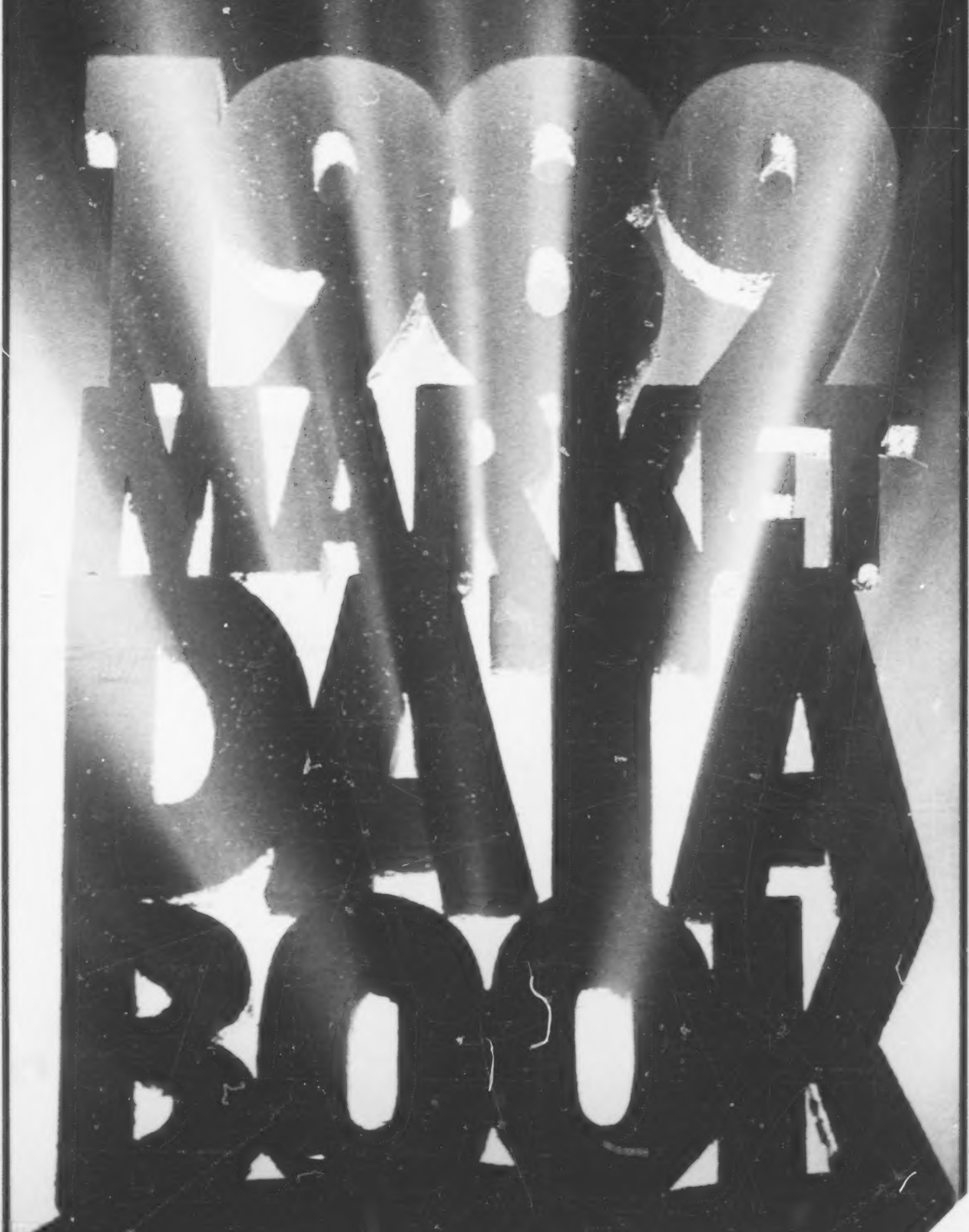

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Automotive News

The weekly newspaper of the industry

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1989 MARKET DATA BOOK

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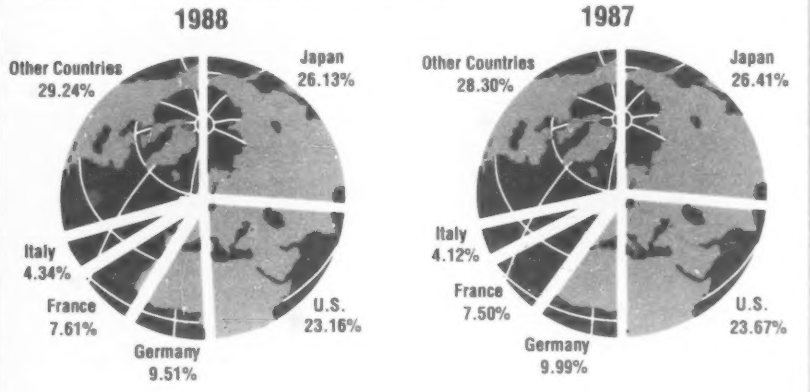
PRODUCTION

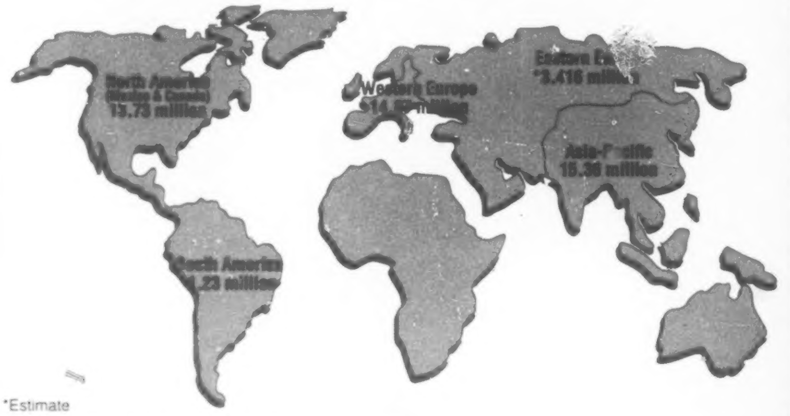
Global vehicle output climbs by about 2.2 million units

In sheer volume, Japan and the United States were the world's top producers. Among the 5 majors, only France and Italy increased world share.



Sources: Auto News MVMA, AID LTD., JAMA.

Total 1988 output was about 48.61 million units vs. 46.38 million in 1987.


North America (Mexico & Canada) 13.73 million
Western Europe
*3.416 million
Asia-Pacific 15.36 million
South America

*Estimate

Sources: Auto News MVMA, AID LTD., JAMA.

AUTOMOTIVE NEWS / **C. BEEVER**

Annual world vehicle production since World War II — 1988 output rises to 48.61 million

Year	Australia	Belgium	Brazil	Canada	France	Italy	Japan	S. Korea	Mexico	Spain	Sweden	U.K.	U.S.	USSR	W. Germany	World Total
1988	339,500	399,102	1,068,900	1,960,149	3,698,465	2,111,019	12,699,803	1,083,655	512,191	1,866,464	483,622	1,544,848	11,262,149	2,180,000	4,625,314	48,616,072
1987	330,241	352,378	1,058,332	1,563,910	3,493,210	1,912,612	12,249,174	979,739	395,258	1,704,473	501,822	1,388,772	10,975,334	2,202,000	4,634,074	46,384,697
1986	362,247	295,315	1,056,332	1,863,836	3,194,615	1,912,612	12,259,817	601,546	338,392	1,306,644	487,152	1,202,661	11,372,865	2,226,000	4,578,278	45,156,013
1985	411,332	266,682	966,625	1,936,511	3,016,106	1,572,907	12,271,095	378,162	398,192	1,417,604	461,072	1,311,256	11,671,475	2,200,000	4,445,920	44,690,081
1984	399,084	249,461	864,663	1,877,966	3,062,152	1,601,177	11,392,711	265,361	343,698	1,308,769	431,852	1,133,731	10,924,077	2,209,400	4,045,462	42,159,635
1983	337,075	285,478	896,462	1,523,324	3,335,860	1,575,151	11,055,711	221,019	285,485	1,288,721	414,522	1,289,111	9,512,781	2,180,000	4,154,439	40,022,104
1982	408,570	278,014	860,593	1,270,012	3,148,807	1,453,043	10,731,794	163,484	472,637	1,069,507	349,066	1,156,477	6,876,034	2,172,700	4,062,655	36,433,276
1981	391,614	237,456	779,836	1,198,416	3,019,370	1,433,743	11,179,962	133,905	597,118	987,474	313,679	1,184,205	7,981,167	2,197,500	3,897,007	37,380,354
1980	364,109	259,966	1,165,207	1,373,054	3,378,433	1,611,856	11,042,884	123,135	490,006	1,181,659	298,400	1,312,904	8,010,374	2,199,200	3,878,553	38,837,519
1979	461,468	314,997	1,127,966	1,602,369	3,613,458	1,632,289	9,635,546	204,447	444,426	1,122,918	354,820	1,478,512	11,391,867	2,173,200	4,249,725	41,978,835
1978	384,966	303,260	1,062,197	1,805,737	3,507,930	1,656,115	9,269,153	1[illegible]6,418	384,128	1,143,831	305,534	1,607,467	12,830,046	2,150,984	4,186,364	42,611,388
1977	452,592	336,382	919,242	1,698,904	3,507,881	1,583,917	8,514,522	[illegible]3,000	280,813	1,129,700	286,091	1,714,020	12,727,243	2,088,369	4,104,216	41,240,509
1976	456,216	326,978	985,469	1,640,912	3,402,715	1,596,677	7,841,447	48,292	324,979	866,240	367,780	1,705,506	11,484,169	2,024,660	3,868,089	38,619,510
1975	456,167	222,176	929,805	1,446,330	2,861,305	1,458,629	6,941,591	36,264	360,678	814,164	366,753	1,648,399	8,991,091	1,964,056	3,186,208	33,322,385
1974	489,339	183,128	858,479	1,481,595	3,462,847	1,772,515	6,551,840	30,290	350,755	837,414	368,359	1,936,685	10,052,265	1,846,000	3,099,777	35,108,355
1973	454,190	298,957	729,135	1,587,500	3,569,179	1,957,994	7,082,757	26,314	285,513	822,020	378,042	2,163,941	12,674,613	1,602,000	3,949,065	39,236,122
1972	466,197	271,453	608,985	1,459,695	3,328,320	1,839,793	6,294,438	18,648	229,766	695,217	350,989	2,329,430	11,299,236	1,379,000	3,815,982	35,845,958
1971	470,122	295,764	516,038	1,372,328	3,010,294	1,817,019	5,810,774	23,002	210,840	532,358	317,295	2,198,146	10,655,574	1,142,700	3,982,722	33,728,068
1970	473,790	272,433	416,047	1,157,476	2,750,086	1,854,252	5,289,157	28,819	192,841	536,026	310,887	2,098,498	8,266,718	916,118	3,842,247	29,707,707
1969	451,917	302,549	349,519	1,350,708	2,459,072	1,595,951	4,674,932	30,994	165,164	454,571	271,440	2,182,793	10,181,263	844,300	3,604,567	30,083,671
1968	418,307	172,906	278,473	1,169,498	2,075,617	1,663,648	4,085,826	17,657	143,478	393,433	244,786	2,225,122	10,797,851	800,900	3,106,958	28,611,717
1967	366,547	183,087	225,418	939,635	2,009,672	1,542,669	3,146,486	6,604	126,365	361,637	214,650	1,937,199	8,996,490	728,800	2,482,319	24,183,980
1966	343,929	195,219	224,574	896,119	2,024,552	1,365,898	2,286,399	3,430	113,807	340,418	199,910	2,042,354	10,363,418	675,300	3,050,708	24,983,204
1965	407,569	166,594	185,187	852,274	1,641,696	1,175,548	1,875,614	141	96,654	228,935	205,717	2,177,261	11,118,020	634,312	2,976,477	24,567,935
1964	411,750	2,070	183,707	668,508	1,615,896	1,090,078	1,702,475	249	90,752	178,128	184,184	2,332,376	9,304,403	603,100	2,909,657	22,020,669
1963	374,058	1,200	174,191	631,356	1,736,977	1,180,536	1,283,531	1,254	69,135	131,988	167,850	2,011,720	9,108,305	587,012	2,667,896	20,720,363
1962	329,629	1,043	191,194	505,187	1,536,133	946,793	990,706	1,777	66,637	100,163	151,568	1,674,530	8,191,494	577,500	2,356,612	18,202,797
1961	231,651	800	145,584	386,923	1,244,223	759,140	813,879	—	62,563	75,000	131,755	1,464,134	6,650,282	555,330	2,147,825	15,215,435
1960	326,250	256	133,041	397,739	1,369,210	644,633	481,551	—	49,807	58,209	128,527	1,810,700	7,901,502	523,591	2,055,149	16,382,932
1959	263,592	343	96,114	367,939	1,283,159	500,784	262,814	—	51,118	56,800	112,394	1,560,427	6,723,204	494,994	1,718,556	13,877,791
1958	241,324	382	60,983	356,418	1,127,549	403,560	188,303	—	38,955	31,050	91,179	1,365,407	5,114,807	511,074	1,495,256	11,369,912
1957	213,620	320	30,542	413,577	927,956	351,815	181,977	—	41,106	30,436	71,654	1,149,095	7,220,431	495,408	1,212,232	12,530,056
1956	204,176	383	—	471,350	827,079	315,802	111,066	—	39,387	4,500	57,274	1,004,544	6,905,458	464,632	1,075,619	11,654,526
1955	218,004	1,625	—	452,114	725,061	268,766	68,932	—	32,275	3,972	50,299	1,237,068	9,204,049	445,268	908,742	13,221,695
1954	200,605	3,620	—	352,109	600,040	216,715	70,073	—	33,380	620	44,735	1,037,879	6,536,729	403,873	680,597	10,226,561
1953	159,307	1,786	—	486,049	497,348	174,320	49,778	—	35,709	600	29,427	834,275	7,349,123	354,175	490,681	10,500,267
1952	116,293	550	—	434,102	498,962	138,446	38,966	—	46,987	400	21,233	689,658	5,561,796	307,936	428,383	8,320,091
1951	129,259	N.A.	—	415,420	445,655	145,533	38,490	—	46,081	308	22,950	733,883	6,757,014	288,683	374,151	9,453,285
1950	126,721	248	—	387,726	357,552	127,847	31,597	—	21,575	253	17,553	783,677	8,005,859	362,895	306,064	10,579,168
1949	—	200	—	290,664	285,641	86,054	28,700	—	—	486	11,069	628,196	6,243,834	275,992	163,583	8,044,400
1948	—	1,058	—	261,009	198,372	59,953	20,367	—	—	760	9,497	507,608	5,220,755	197,056	61,294	6,564,946
1947	—	—	—	242,107	137,383	43,736	11,320	—	—	—	9,287	441,284	4,795,587	132,968	23,343	5,853,636

NOTE: Totals may not add because of double counting of CKD kits and unavailable production numbers in other countries.

SOURCES: Automotive News, MVMA, AID Ltd., JAMA

PRODUCTION

World vehicle production and assembly by region — 10 years

	North America	Europe	Asia	South America
1988	13,734,489	18,286,367	15,362,154	1,233,062
1987	12,934,502	17,635,428	14,563,120	1,251,647
1986	13,461,068	16,706,054	13,835,201	1,231,098
1985	14,006,178	15,901,217	12,880,368	1,104,300
1984	13,145,741	15,215,560	11,759,738	977,419
1983	11,015,273	15,682,826	11,486,316	1,055,457
1982	8,734,684	14,787,194	11,047,858	992,709
1981	9,862,814	14,412,699	11,462,754	952,199
1980	9,874,206	15,412,225	11,279,345	1,454,124
1979	13,556,095	16,269,079	9,941,266	1,394,210

Definitions: North America — Canada, Mexico, U.S.; Europe — Western Europe and Eastern Bloc including U.S.S.R.; Asia — India, Japan, Korea; South America — Argentina, Brazil. Totals will not match with other production tables because of CKD kits.

SOURCE: MVMA, AID LTD, JAMA

World vehicle production and assembly climb slightly in 1988; total output rises more than 4.80 percent

	Cars		Trucks*		Total	
	1988	1987	1988	1987	1988	1987
North America						
United States	7,129,420	7,094,992	4,132,729	3,880,342	11,262,149	10,975,334
Canada	1,026,323	809,943	933,826	753,967	1,960,149	1,563,910
Mexico	353,345	265,344	158,846	117,850	512,191	395,258
Total	**8,509,088**	**8,170,279**	**5,225,401**	**4,752,159**	**13,734,489**	**12,934,502**
South America						
Argentina	135,776	158,743	28,386	34,572	164,162	193,315
Brazil	782,608	883,380	286,292	238,891	1,068,900	1,058,332
Total	**918,384**	**1,042,123**	**314,678**	**273,463**	**1,233,062**	**1,251,647**
Western Europe						
Belgium	345,327	293,995	53,775	58,383	399,102	352,378
France	3,223,987	3,051,830	474,478	441,380	3,698,465	3,483,210
Italy	1,884,313	1,713,300	226,706	199,312	2,111,019	1,912,612
Netherlands	122,000	125,247	19,325	26,677	141,325	151,924
Spain	1,497,967	1,402,574	368,497	301,899	1,866,464	1,704,473
Sweden	407,117	431,777	76,506	70,045	483,622	501,822
United Kingdom	1,226,835	1,142,985	318,013	246,727	1,544,848	1,388,772
West Germany	4,346,283	4,373,629	279,031	260,445	4,625,314	4,634,074
Total	**13,053,829**	**12,535,337**	**1,816,331**	**1,604,868**	**14,870,159**	**14,129,285**
Eastern Europe						
Czechoslovakia#	159,160	172,355	N.A.	54,544	159,160	228,899
East Germany#	217,900	218,600	44,290	47,306	262,190	266,108
Hungary#	N.A.	N.A.	13,000	12,923	13,000	12,923
Poland#	293,475	302,516	57,164	64,841	350,639	367,357
Turkey	120,796	107,185	N.A.	N.A.	120,796	107,185
U.S.S.R.#	1,330,000	1,332,000	850,000	870,000	2,180,000	2,202,000
Yugoslavia#	294,138	285,269	36,285	36,422	330,423	321,691
Total	**2,415,469**	**2,417,925**	**1,000,739**	**1,086,036**	**3,416,206**	**3,506,163**
Asia-Pacific						
Australia**#	314,500	309,962	25,000	20,279	339,500	330,241
India	159,841	148,495	151,521	138,215	311,362	286,710
Japan	8,198,400	7,891,087	4,501,403	4,358,087	12,699,803	12,249,174
People's Republic#** of China (PRC)	10,500	4,045	636,500	468,493	647,000	472,538
South Korea	865,685	783,125	217,970	188,814	1,083,655	971,939
Taiwan	N.A.	195,315	N.A.	57,203	280,834	252,518
Total	**9,548,926**	**9,332,029**	**5,532,394**	**5,231,091**	**15,362,154**	**14,563,120**

NOTE: In some cases, figures are preliminary estimates and subject to slight change. Total may not add because of CKD kits counted by more than one country.
*—Truck figures include buses and commercial vehicles. European truck figures include car-derived vans. U.S. figures include minivans.
**—Includes assemblies. #—Estimates.
SOURCES: Automotive News, AID Ltd., MVMA, JAMA and other trade groups

1988 Japan car output rises 3.89%; truck build climbs 1.97%

	Cars		Trucks		Total Vehicles	
	12 mos., 1988	12 mos., 1987	12 mos., 1988	12 mos., 1987	12 mos., 1988	12 mos., 1987
Daihatsu	160,125	141,572	483,067	455,983	643,192	597,555
Fuji	276,448	266,755	318,838	338,502	595,286	605,257
Hino			74,124	65,817	74,124	65,817
Honda	1,072,773	1,021,895	220,643	219,227	1,293,416	1,241,122
Isuzu	158,750	203,930	411,393	337,653	570,143	541,583
Mazda	880,131	853,309	339,831	344,563	1,219,962	1,197,872
Mitsubishi	639,890	594,654	613,609	636,515	1,253,499	1,231,169
Nissan	1,730,948	1,803,924	425,122	422,389	2,156,070	2,226,313
Nissan Diesel			47,196	35,933	47,196	35,933
Suzuki	296,413	296,979	549,510	570,881	845,923	867,860
Toyota	2,982,922	2,708,069	960,176	930,210	3,943,098	3,638,279
Others			481	414	481	414
Total	**8,198,400**	**7,891,087**	**4,443,990**	**4,358,087**	**12,642,390**	**12,249,174**

SOURCE: JAMA

12 top global vehicle producers

	1988	1987	Pct. of change
General Motors	8,108,000	7,765,535	4.41
Ford	6,517,186	6,115,000	6.58
Toyota	3,854,721	3,643,977	5.78
Volkswagen	2,848,000	2,771,000	2.78
Nissan	2,713,234	2,284,896	18.75
Chrysler	2,566,920	2,260,290	13.57
Fiat	2,141,500	1,969,800	8.72
Peugeot-Citroen	2,080,000	1,952,500	6.53
Renault	1,850,667	1,831,390	1.05
Honda	1,783,416	1,582,000	12.73
Mitsubishi	1,273,662	1,257,016	1.32
Mazda	1,224,192	1,192,319	2.67

Note: Compiled by Automotive News.
No breakout of CKD (knock-down vehicles) is available from manufacturers. All figures include cars, trucks and buses.
Some totals include factory sales.

Mexican car production climbs 33.16%

	1988	Percent change	1987
Chrysler	77,307	21.12	63,627
Ford	98,815	46.22	67,578
GM	51,595	60.00	32,242
Nissan	72,514	24.91	58,052
Volkswagen	53,114	21.70	43,645
Total Cars, Mexico	**353,345**	33.16	**265,344**

Annual vehicle production — 8 countries; Western Europe — passenger car

Country	1988	1987	% of change
Belgium	345,327	293,995	17.50
France	3,223,987	3,051,830	5.60
Germany	4,346,283	4,373,629	−0.60
Italy	1,884,313	1,713,300	10.00
Netherlands	122,000	125,247	−2.60
Spain	1,497,967	1,402,574	6.80
Sweden	407,117	431,777	−5.70
United Kingdom	1,226,835	1,142,985	7.30
Europe	**13,053,829**	**12,535,337**	**4.10**

SOURCE: AID Ltd. Reuse or republication is prohibited.

Japan's standard class car production grows 18.46%

Category	1988	1987
CARS		
Standard	735,053	588,575
Small	7,307,239	7,174,763
Midget	156,108	127,749
Car total	**8,198,400**	**7,891,087**
TRUCKS		
Standard	1,242,385	1,277,581
Small	1,604,589	1,492,896
Midget	1,597,016	1,537,623
Truck total	**4,443,990**	**4,308,100**
BUSES		
30 passengers & over	16,297	16,018
Under 30 passengers	41,116	33,969
Bus total	57,413	49,987
Grand Total	**12,699,803**	**12,249,174**

VEHICLE CLASSIFICATIONS

	Standard (Futsuu)	Small (Kogata)	Midget (Kei)
Width	Over 60 inches	Over 48 inches to 60 inches	48 inches or less
Height	Over 72 inches	72 inches or less	72 inches or less
Length	Over 180 inches	Over 120 inches to to 180 inches	120 inches or less
Displacement	More than 2,000cc (for vehicles except diesel)	More than 550cc to 2,000cc (for vehicles except diesel)	550cc or less

SOURCE: JAMA

PRODUCTION

1988 U.S. car output rises 4.85 percent to 7.13 million

Company	January	February	March	First Quarter Total	April	May	June	Second Quarter Total	July	August	September	Third Quarter Total	October	November	December	Fourth Quarter Total	Grand Total
Horizon	6,363	7,565	8,075	22,003	9,301	9,476	10,116	28,893	3,431	699	6,271	10,401	6,494	5,999	5,004	17,497	78,794
Sundance	8,348	8,988	10,187	27,523	8,396	7,892	9,485	25,773	8,482	5,585	8,609	22,676	9,376	9,542	9,420	28,338	104,310
Reliant	4,611	7,468	10,308	22,387	9,729	11,744	12,163	33,636	8,427	886	9,132	18,445	9,464	8,332	8,198	25,994	100,462
Acclaim	0	0	0	0	0	0	0	0	0	0	0	0	627	3,308	3,306	7,241	7,241
Caravelle	1,375	1,528	2,063	4,966	1,807	2,258	507	4,572	94	33	51	178	33	56	29	118	9,834
Gran Fury	841	1,216	690	2,747	1,356	1,477	1,822	4,655	672	800	865	2,357	1,111	1,471	718	3,300	13,059
Plymouth Total	21,538	26,765	31,323	79,626	30,589	32,847	34,093	97,529	21,106	8,003	24,948	54,057	27,105	26,708	26,675	82,488	313,700
LeBaron K	675	1,091	2,366	4,132	2,061	1,717	2	3,780	0	0	0	0	0	0	0	0	7,912
LeBaron J	0	5,312	8,827	14,139	7,047	9,752	9,929	26,728	5,222	4,145	8,372	17,739	10,477	10,577	10,789	31,843	90,449
LeBaron GTS	670	591	966	2,227	593	941	1,033	2,567	853	603	834	2,290	844	707	904	2,455	9,539
New Yorker	6,283	9,638	10,499	26,420	10,150	11,914	12,577	34,641	2,639	6,507	8,994	18,140	9,407	9,153	9,071	27,631	106,832
Fifth Avenue	5,157	4,739	1,294	11,190	1,365	1,309	1,410	4,084	552	3,294	4,036	7,882	4,019	2,976	3,129	10,124	33,280
Total Chrysler	12,785	21,371	23,952	58,108	21,216	25,633	24,951	71,800	9,266	14,549	22,236	46,051	24,747	23,413	23,893	72,053	248,012
Omni	6,115	7,512	8,004	21,631	9,278	9,325	9,770	28,373	3,060	719	6,242	10,021	6,534	5,779	4,994	17,307	77,332
Daytona	0	4,539	8,923	13,462	6,946	9,741	9,967	26,654	5,199	4,092	8,413	17,704	7,118	7,070	7,649	21,837	79,657
Shadow	8,553	9,512	10,191	28,256	8,549	9,887	8,218	26,654	7,255	5,685	8,877	21,817	9,102	8,392	8,969	26,463	103,190
Aries	4,607	4,808	9,022	18,437	8,491	10,028	10,730	29,249	7,380	1,084	8,946	17,410	9,434	9,896	7,572	26,902	91,998
Dodge 600	1,062	1,424	1,724	4,210	1,879	1,961	499	4,339	0	0	0	0	0	0	0	0	8,549
Dynasty	6,974	10,491	11,686	29,151	8,389	9,653	10,197	28,239	2,267	8,384	11,516	22,167	11,449	12,024	11,126	34,599	114,156
Lancer	908	1,126	889	2,923	949	684	606	2,239	532	410	746	1,688	833	934	748	2,515	9,365
Spirit	0	0	0	0	0	0	0	0	0	0	0	0	323	3,444	4,323	8,090	8,090
Diplomat	1,309	1,925	2,395	5,629	2,268	1,856	1,892	6,016	722	1,024	1,539	3,285	1,353	1,428	1,085	3,866	18,796
Dodge Total	29,528	41,337	52,834	123,699	46,749	53,135	51,879	151,763	26,415	21,398	46,279	94,092	46,146	48,967	46,466	141,579	511,133
CHRYSLER MOTORS	**63,851**	**89,473**	**108,109**	**261,433**	**98,554**	**111,615**	**110,923**	**321,092**	**56,787**	**43,950**	**93,463**	**194,200**	**97,998**	**101,088**	**97,034**	**296,120**	**1,072,845**
Escort	36,152	32,727	16,308	85,187	32,209	41,055	43,180	116,444	21,267	38,652	38,171	98,090	43,031	39,719	32,342	115,092	414,813
Mustang	18,253	18,337	20,842	57,432	15,649	17,643	18,998	52,290	9,895	14,987	18,539	43,421	16,591	15,397	14,958	46,946	200,089
Tempo	17,240	16,239	19,064	52,543	16,277	16,921	17,184	50,382	8,418	13,144	14,637	36,199	16,268	14,518	13,349	44,135	183,259
Taurus	32,159	33,244	36,670	102,073	33,617	36,649	41,070	111,336	18,469	32,992	34,213	85,674	33,179	33,611	30,089	96,879	395,962
Thunderbird	12,581	13,985	15,328	41,894	12,538	14,225	15,587	42,350	6,691	0	0	6,691	2,543	7,847	10,435	20,825	111,760
Ford Division	116,385	114,532	108,212	339,129	110,290	126,493	136,019	372,802	64,740	99,775	105,560	270,075	111,612	111,092	101,173	323,877	1,305,883
Topaz	6,385	6,293	7,266	19,944	5,424	6,258	6,591	18,273	3,513	5,249	5,985	14,747	6,605	5,653	5,321	17,579	70,543
Cougar	10,499	10,259	11,168	31,926	9,108	10,606	12,151	31,865	6,557	0	0	6,557	2,464	6,356	8,746	17,566	87,914
Sable	8,168	11,402	12,525	32,095	13,519	14,664	13,004	41,187	5,751	10,757	11,341	27,849	11,670	12,097	10,334	34,101	135,232
Mercury Total	25,052	27,954	30,959	83,965	28,051	31,528	31,746	91,325	15,821	16,006	17,326	49,153	20,739	24,106	24,401	69,246	293,689
Continental	2,980	3,802	4,585	11,367	3,876	4,294	4,146	12,316	1,312	5,774	6,532	13,618	6,109	6,215	5,762	18,086	55,387
Lincoln	2,284	2,201	2,292	6,777	1,961	2,136	2,130	6,227	655	2,883	3,244	6,782	3,001	3,090	2,875	8,966	28,752
Mark VII	12,492	12,010	13,778	38,280	11,683	12,890	12,691	37,264	2,076	8,669	9,816	20,561	9,030	9,315	8,641	26,986	123,091
Lincoln Total	17,756	18,013	20,655	56,424	17,520	19,320	18,967	55,807	4,043	17,326	19,592	40,961	18,140	18,620	17,278	54,038	207,230
L-M Division	42,808	45,967	51,614	140,389	45,571	50,848	50,713	147,132	19,864	33,332	36,918	90,114	38,879	42,726	41,679	123,284	500,919
FORD MOTOR CO.	**159,193**	**160,499**	**159,826**	**479,518**	**155,861**	**177,341**	**186,732**	**519,934**	**84,604**	**133,107**	**142,478**	**360,189**	**150,491**	**153,818**	**142,852**	**447,161**	**1,806,802**
Skyhawk	3,118	1,902	4,088	9,108	2,204	0	24	2,228	248	1,434	2,033	3,715	4,945	4,233	3,801	12,979	28,030
Skylark	2,984	1,342	1,774	6,100	5,928	7,207	6,955	20,090	2,402	3,442	5,307	11,151	5,270	7,173	5,555	17,998	55,339
Century	3,161	4,462	10,403	18,026	12,084	14,144	15,776	42,004	4,887	10,421	18,940	34,248	19,752	16,087	11,540	47,379	141,657
Riviera	186	967	704	1,857	522	587	627	1,736	65	252	2,123	2,440	2,538	2,690	2,238	7,466	13,499
Electra	5,969	5,283	6,589	17,841	8,794	9,645	10,095	28,534	5,396	5,161	5,803	16,360	10,674	10,291	8,399	29,364	92,099
LeSabre (fwd)	9,055	10,548	12,341	31,944	11,925	10,520	10,639	33,084	10,312	12,138	13,625	36,075	12,296	11,352	10,610	34,258	135,361
LeSabre (rwd)	342	651	1,182	2,175	1,195	1,196	1,223	3,614	677	571	997	2,245	806	890	804	2,500	10,534
Reatta	177	370	537	1,084	552	736	805	2,093	746	923	974	2,643	961	661	803	2,425	8,245
Buick Total	24,992	25,525	37,618	88,135	43,204	44,035	46,144	133,383	24,733	34,342	49,802	108,877	57,242	53,377	43,750	154,369	484,764
Cimarron	1,135	1,216	701	3,052	471	174	0	645	0	0	0	0	0	0	0	0	3,697
Eldorado	617	3,391	5,062	9,070	4,428	4,629	4,909	13,966	525	660	2,353	3,538	2,993	3,183	2,635	8,811	35,385
Seville	461	2,485	3,012	5,958	2,634	2,752	2,911	8,297	347	459	1,776	2,582	2,270	2,416	1,991	6,677	23,514
Brougham (rwd)	0	0	5,603	5,603	3,906	4,422	2,384	10,712	1,997	2,836	3,747	8,580	3,956	3,623	3,470	11,049	35,944
DeVille	14,843	17,870	18,403	51,116	13,450	14,873	14,869	43,192	3,822	1,381	11,775	16,978	17,600	19,400	15,864	52,864	164,170
Allante	60	253	299	612	247	175	157	579	0	0	259	259	315	300	255	870	2,320
Cadillac Total	17,116	25,215	33,080	75,411	25,136	27,025	25,230	77,391	6,691	5,336	19,910	31,937	27,134	28,922	24,235	80,291	265,030
Cavalier	26,680	28,182	32,380	87,242	28,501	33,806	37,915	100,222	24,734	28,633	30,673	84,040	33,277	29,043	23,983	86,303	357,807
Camaro	3,826	4,823	8,314	16,963	9,110	10,104	10,694	29,908	7,907	3,686	10,514	22,107	11,538	10,868	8,437	30,843	99,821
Celebrity	6,535	18,437	14,767	39,739	14,989	21,463	23,121	59,573	8,109	14,980	15,417	38,506	16,767	20,627	14,699	52,093	189,911
Corsica/Beretta	24,445	34,867	41,692	101,004	34,155	38,571	41,347	114,073	18,618	43,360	42,503	104,481	42,963	39,419	32,372	114,754	434,312
Caprice	17,194	18,285	14,693	50,172	15,330	17,393	22,861	55,584	16,461	17,822	17,752	52,035	17,916	15,987	11,802	45,705	203,496
Corvette	1,610	1,892	2,051	5,553	1,688	1,877	1,958	5,523	1,856	2,075	1,889	5,820	2,314	2,134	1,530	5,978	22,874
Chevrolet Total	80,290	106,486	113,897	300,673	103,773	123,214	137,896	364,883	77,685	110,556	118,748	306,989	124,775	118,078	92,823	335,676	1,308,221
Calais	8,296	8,678	9,318	26,292	10,454	12,289	12,585	35,328	4,526	5,783	14,870	25,179	10,056	12,073	10,762	32,891	119,690
Firenza	1,568	959	1,915	4,442	788	0	0	788	0	0	0	0	0	0	0	0	5,230
Cutlass Ciera	0	0	0	0	0	2,236	7,564	9,800	4,171	1,109	5,205	10,485	5,791	6,323	5,654	17,768	38,053
Cutlass Supreme	7,388	11,081	15,683	34,152	14,386	17,574	17,310	49,270	8,225	6,130	6,870	21,225	15,154	9,919	10,793	35,866	140,513
Toronado	327	2,055	2,043	4,425	1,801	1,867	1,979	5,647	204	401	895	1,500	1,271	1,341	1,124	3,736	15,308
88 (fwd)	13,470	10,441	15,890	39,801	13,668	15,464	15,201	44,333	6,418	13,576	13,339	33,333	15,041	13,728	11,141	39,910	157,377
88 (rwd)	1,254	1,013	1,055	3,322	1,266	1,024	1,084	3,374	501	289	685	1,475	742	649	846	2,237	10,408
Olds 98	6,607	7,655	8,802	23,064	6,096	6,727	6,991	19,814	2,256	4,598	4,786	11,640	7,441	7,160	7,222	21,823	76,341
Oldsmobile Total	38,910	41,882	54,706	135,498	48,459	57,181	62,714	168,354	26,301	31,886	46,650	104,837	55,496	51,193	47,542	154,231	562,920
Sunbird	8,510	9,439	9,523	27,472	8,500	10,124	10,210	28,834	6,944	7,594	9,850	24,388	11,604	10,818	10,620	33,042	113,736
Grand Am	19,242	20,246	21,966	61,454	19,310	24,200	24,487	67,997	9,837	14,595	23,853	48,285	24,408	20,869	19,108	64,385	242,121
Firebird	4,004	3,321	6,657	13,982	6,403	6,772	7,026	20,201	3,755	2,534	6,883	13,172	6,733	6,947	5,417	19,097	66,452
Grand Prix	7,287	10,204	12,933	30,424	12,879	15,022	16,023	43,924	5,666	12,191	17,327	35,184	16,812	13,564	7,261	37,637	147,169
Pontiac 6000	86	4,360	11,696	16,142	9,894	7,878	6,895	24,667	2,445	8,840	12,558	23,843	12,531	9,355	8,127	30,013	94,665
Bonneville	7,714	6,335	9,839	23,888	10,851	11,898	12,274	35,023	5,966	10,251	11,846	28,063	12,958	12,823	9,153	34,934	121,908
Safari/Parisienne	348	582	891	1,821	987	989	362	2,338	320	644	668	1,632	429	386	390	1,205	6,996
Fiero	0	2,019	2,784	4,803	1,940	1,941	1,966	5,847	1,487	1,159	0	2,646	0	0	0	0	13,296
Pontiac Total	47,191	56,506	76,289	179,986	70,764	78,824	79,243	228,831	36,420	57,808	82,985	177,213	85,475	74,762	60,076	220,313	806,343
GENERAL MOTORS	**208,499**	**255,614**	**315,590**	**779,703**	**291,336**	**330,279**	**351,227**	**972,842**	**171,830**	**239,928**	**318,095**	**729,853**	**350,122**	**326,332**	**268,426**	**944,880**	**3,427,278**
Civic	6,672	6,842	9,305	22,819	9,038	9,220	10,689	28,947	7,520	11,551	9,795	28,866	10,688	10,473	8,392	29,553	110,185
Accord	20,919	22,626	25,792	69,337	23,168	22,282	22,836	68,286	15,707	22,261	21,822	59,790	20,562	20,918	17,277	58,757	256,170
HONDA	**27,591**	**29,468**	**35,097**	**92,156**	**32,206**	**31,502**	**33,525**	**97,233**	**23,227**	**33,812**	**31,617**	**88,656**	**31,250**	**31,391**	**25,669**	**88,310**	**366,355**
MAZDA	**3,299**	**5,346**	**8,154**	**16,799**	**9,060**	**9,879**	**11,995**	**30,934**	**13,389**	**20,121**	**20,573**	**54,083**	**23,072**	**20,929**	**17,472**	**61,473**	**163,289**
NISSAN	**5,352**	**5,612**	**9,370**	**20,334**	**10,035**	**11,045**	**12,076**	**33,156**	**5,697**	**12,987**	**12,213**	**30,897**	**9,810**	**8,341**	**7,359**	**25,510**	**109,897**
Corolla	4,674	5,080	5,603	15,357	4,674	5,062	5,361	15,097	3,500	5,345	1,774	10,619	3,456	4,490	6,466	14,412	55,485
Geo Prizm/Nova	8,111	8,641	9,620	26,372	7,908	8,923	9,194	26,025	6,237	9,597	2,887	18,721	0	293	1,534	1,827	72,945
NUMMI	**12,785**	**13,721**	**15,223**	**41,729**	**12,582**	**13,985**	**14,555**	**41,122**	**9,737**	**14,942**	**4,661**	**29,340**	**3,456**	**4,783**	**8,000**	**16,239**	**128,430**
TOYOTA	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**NA**	**NA**	**NA**	**18,527**	**18,527**
Golf/GTI	2,505	2,854	5,790	11,149	0	6,601	8,600	15,201	3,512	0	0	3,512	0	0	0	0	29,862
Jetta	1,399	1,580	3,156	6,135	0	0	0	0	0	0	0	0	0	0	0	0	6,135
VOLKSWAGEN	**3,904**	**4,434**	**8,946**	**17,284**	**0**	**6,601**	**8,600**	**15,201**	**3,512**	**0**	**0**	**3,512**	**0**	**0**	**0**	**0**	**35,997**
Total Cars U.S.	**484,474**	**564,167**	**660,315**	**1,708,956**	**609,634**	**692,247**	**729,633**	**2,031,514**	**368,783**	**498,847**	**623,100**	**1,490,730**	**666,199**	**646,682**	**566,812**	**1,898,220**	**7,129,420**

PRODUCTION

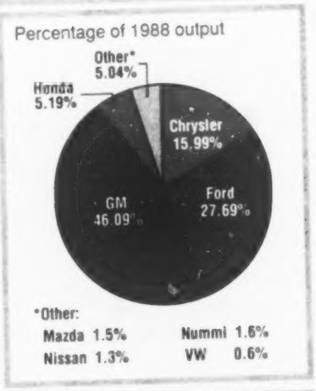
U.S. car output in 1988 model year edges up

	1988 Model Year	Pct. of Output	1987 Model Year	Pct. of Output	Pct. of Change '88 vs. '87
Alliance	0	0.00	36,336	0.49	−0.49
Total Eagle	0	0.00	36,336	0.49	−0.49
Horizon	66,997	0.97	166,859	2.26	−1.29
Sundance	97,488	1.41	93,696	1.27	+0.14
Reliant	138,091	2.00	118,604	1.61	+0.39
Caravelle	22,060	0.32	48,096	0.65	−0.33
Gran Fury	11,434	0.17	16,551	0.22	−0.06
Total Plymouth	336,070	4.87	443,806	6.01	−1.14
LeBaron K	29,091	0.42	63,069	0.86	−0.43
LeBaron J	88,540	1.28	75,449	1.02	+0.26
LeBaron GTS	19,406	0.28	44,013	0.60	−0.32
N. Yorker E-Class	9,605	0.14	73,835	1.00	−0.86
N. Yorker C-Class	82,616	1.20	0	0.00	+1.20
Fifth Avenue	49,029	0.71	104,247	1.41	−0.70
Total Chrysler	278,287	4.03	360,613	4.89	−0.86
Omni	64,740	0.94	152,931	2.07	−1.14
Daytona	74,852	1.08	37,272	0.51	+0.58
Shadow	102,619	1.49	93,222	1.26	+0.22
Aries	123,533	1.79	111,811	1.52	+0.27
Dodge 600	21,221	0.31	45,118	0.61	−0.30
Dynasty	68,143	0.99	0	0.00	+0.99
Lancer	13,829	0.20	28,731	0.39	−0.19
Diplomat	20,708	0.30	32,841	0.45	−0.15
Total Dodge	489,645	7.09	501,926	6.81	+0.29
CHRYSLER MOTORS	**1,104,002**	**15.99**	**1,342,681**	**18.20**	**−2.21**
Escort	422,035	6.11	337,323	4.57	+1.54
Mustang	211,225	3.06	159,145	2.16	+0.90
Tempo	163,409	2.37	177,409	2.41	−0.04
Taurus	387,577	5.61	374,763	5.08	+0.53
Thunderbird	147,243	2.13	128,135	1.74	+0.40
Total Ford Div.	1,331,489	19.29	1,176,775	15.96	+3.33
Lynx	0	0.00	35,372	0.48	−0.48
Topaz	58,412	0.85	53,936	0.73	+0.11
Cougar	119,162	1.73	104,526	1.42	+0.31
Sable	121,285	1.76	121,313	1.64	+0.11
Total Mercury	298,859	4.33	315,147	4.27	+0.06
Continental	41,287	0.60	17,597	0.24	+0.36
Mark VII	38,259	0.55	15,266	0.21	+0.35
Lincoln	201,113	2.91	76,483	1.04	+1.88
Total Lincoln	280,659	4.07	109,366	1.48	+2.58
Total L-M Division	579,518	8.39	424,513	5.76	+2.64
FORD MOTOR CO.	**1,911,007**	**27.69**	**1,601,288**	**21.71**	**+5.98**
Skyhawk	29,134	0.42	46,664	0.63	−0.21
Skylark/Somerset	54,792	0.79	80,206	1.09	−0.29
Century	113,258	1.64	184,178	2.50	−0.86
Regal (rwd)	10,635	0.15	65,287	0.89	−0.73
Riviera	8,625	0.12	15,223	0.21	−0.08
Electra	91,913	1.33	90,041	1.22	+0.11
LeSabre (fwd)	136,044	1.97	154,331	2.09	−0.12
LeSabre (rwd)	9,659	0.14	12,759	0.17	−0.03
Reatta	4,708	0.07	0	0.00	+0.07
Total Buick	458,768	6.65	648,689	8.80	−2.15
Cimmaron	6,454	0.09	14,561	0.20	−0.10
Eldorado	33,210	0.48	17,775	0.24	+0.24
Seville	22,968	0.33	18,578	0.25	0.08
Brougham (rwd)	53,130	0.77	65,504	0.89	−0.12
Deville (fwd)	152,513	2.21	162,798	2.21	+0.00
Allante	2,569	0.04	3,366	0.05	−0.01
Total Cadillac	270,844	3.92	282,582	3.83	+0.09
Chevette	0	0.00	46,208	0.63	−0.63
Cavalier	322,939	4.68	346,254	4.69	−0.02
Camaro	96,275	1.39	137,760	1.87	−0.47
Celebrity	197,289	2.86	290,814	3.94	−1.09
Corsica/Beretta	377,764	5.47	225,000	3.05	+2.42
Monte Carlo	30,174	0.44	79,045	1.07	−0.63
Caprice	189,086	2.74	228,501	3.10	−0.36
Corvette	22,789	0.33	30,632	0.42	−0.09
Total Chevrolet	1,236,316	17.91	1,384,214	18.76	−0.85
Calais	110,276	1.60	117,010	1.59	+0.01
Firenza	12,260	0.18	25,828	0.35	−0.17
Cutlass Ciera	21,620	0.31	170,488	2.31	−2.00
Cutlass Supreme	94,723	1.37	0	0.00	+1.37
Cutlass Supreme Classic	27,678	0.40	69,578	0.94	−0.54
Toronado	16,496	0.24	15,040	0.20	+0.04
88 (fwd)	160,913	2.33	170,432	2.31	+0.02
88 (rwd)	11,114	0.16	17,742	0.24	−0.08
Olds 98	79,935	1.16	84,762	1.15	+0.01
Total Oldsmobile	535,015	7.75	670,880	9.10	−1.35
Acadian*	0	0.00	7,751	0.11	−0.11
Pontiac 1000	0	0.00	5,628	0.08	−0.08
Sunbird	93,694	1.36	106,769	1.45	−0.09
Grand Am	235,371	3.41	244,728	3.32	+0.09
Firebird	62,467	0.90	88,623	1.20	−0.30
Grand Prix	86,357	1.25	0	0.00	+1.25
Pontiac 6000	61,446	0.89	86,972	1.18	−0.29
Bonneville	108,580	1.57	123,815	1.68	−0.11
Safari/Parisienne	6,397	0.09	13,422	0.18	−0.09
Fiero	26,402	0.38	46,561	0.63	−0.25
Total Pontiac	680,714	9.86	724,289	9.82	+0.04
GENERAL MOTORS	**3,181,657**	**46.09**	**3,710,654**	**50.31**	**−4.22**
HONDA	**358,274**	**5.19**	**309,534**	**4.20**	**+0.99**
Civic	97,859	1.42	92,061	1.25	+0.17
Accord	260,415	3.77	217,473	2.95	+0.82
MAZDA	**105,616**	**1.53**	**0**	**0.00**	**+1.53**
NISSAN	**91,281**	**1.32**	**137,427**	**1.86**	**−0.54**
NUMMI	**112,034**	**1.62**	**197,375**	**2.68**	**−1.06**
Corolla	40,918	0.59	42,480	0.58	+0.02
Nova	71,116	1.03	154,895	2.10	−1.07
VOLKSWAGEN	**39,647**	**0.57**	**76,400**	**1.04**	**−0.46**
Golf/GTI	25,697	0.37	62,642	0.85	−0.48
Jetta	13,950	0.20	13,758	0.19	+0.02
Total Cars, U.S.	**6,903,518**	**100.00**	**7,375,359**	**100.00**	

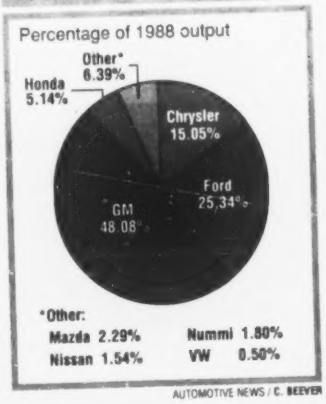
NOTE: *—Built for sale in Canada only.
Percentage rounded.

Compiled by Automotive News

Model year car output



Calendar year car output



AUTOMOTIVE NEWS / C. BEEVER

U.S. car output by model year

1988	6,903,518
1987	7,375,359
1986	7,890,392
1985	7,975,390
1984	8,102,269
1983	5,768,893
1982	5,447,135
1981	6,639,954
1980	7,085,480
1979	9,526,024
1978	8,995,418
1977	9,159,100
1976	8,114,376
1975	6,523,880
1974	8,125,488
1973	9,915,802
1972	8,589,049
1971	7,221,290
1970	7,595,411
1969	8,440,765
1968	8,402,870
1967	7,666,898
1966	8,606,166
1965	7,882,679
1964	7,892,090

U.S. car output by calendar year

1988	7,129,420
1987	7,094,992
1986	7,829,697
1985	8,186,040
1984	7,777,721
1983	7,112,352
1982	4,973,870
1981	6,280,045
1980	6,416,885
1979	8,418,369
1978	9,153,299
1977	9,293,674
1976	8,537,759
1975	6,740,584
1974	7,309,763
1973	9,667,118
1972	8,827,706
1971	8,557,878
1970	6,550,077
1969	8,224,267
1968	8,848,507
1967	7,412,610
1966	8,604,726
1965	9,335,208
1964	7,744,888

1988 U.S. calendar year car output edges up

	Total Output 1988	Pct. of Total Output	Total Output 1987	Pct. of Total Output	Pct. pt. Change '88 vs. '87
Alliance	0	0.00	15,994	0.24	−0.24
Total Eagle	0	0.00	15,994	0.23	−0.23
Horizon	78,794	1.11	45,663	0.64	0.46
Sundance	104,310	1.46	89,678	1.26	0.20
Reliant	100,462	1.41	136,109	1.92	−0.51
Acclaim	7,241	0.10	0	0.00	0.10
Caravelle	9,834	0.14	42,955	0.61	−0.47
Gran Fury	13,059	0.18	7,180	0.10	0.08
Total Plymouth	313,700	4.40	321,585	4.53	−0.13
LeBaron K	7,912	0.11	64,089	0.90	−0.79
LeBaron J	90,449	1.27	113,858	1.60	−0.34
LeBaron GTS	9,539	0.13	37,508	0.53	−0.39
N. Yorker E-Class	0	0.00	57,102	0.80	−0.80
N. Yorker C-Class	106,832	1.50	18,916	0.27	1.23
Fifth Avenue	33,280	0.47	65,675	0.93	−0.46
Total Chrysler	248,012	3.48	357,148	5.03	−1.56
Omni	77,332	1.08	40,039	0.56	0.52
Daytona	79,657	1.12	64,054	0.90	0.21
Shadow	103,190	1.45	96,073	1.35	0.09
Aries	91,998	1.29	127,948	1.80	−0.51
Dodge 600	8,549	0.12	39,773	0.56	−0.44
Dynasty	114,156	1.60	8,486	0.12	1.48
Lancer	9,365	0.13	23,123	0.33	−0.19
Spirit	8,090	0.11	0	0.00	0.11
Diplomat	18,796	0.26	15,188	0.21	0.05
Total Dodge	511,133	7.17	414,684	5.84	1.32
CHRYSLER MOTORS	**1,072,345**	**15.05**	**1,109,411**	**15.64**	**−0.59**
Escort	414,813	5.82	394,704	5.56	0.26
Mustang	200,089	2.81	214,153	3.02	−0.21
Tempo	183,259	2.57	145,779	2.05	0.52
Taurus	395,962	5.55	405,644	5.72	−0.16
Thunderbird	111,760	1.57	157,507	2.22	−0.65
Total Ford Div.	1,305,883	18.32	1,317,787	18.57	−0.26
Lynx	0	0.00	21,351	0.30	−0.30
Topaz	70,543	0.99	47,008	0.66	0.33
Cougar	87,914	1.23	138,464	1.95	−0.72
Sable	135,232	1.90	121,686	1.72	0.18
Total Mercury	293,689	4.12	328,509	4.63	−0.51
Continental	55,387	0.78	13,595	0.19	0.59
Lincoln	28,752	0.40	142,005	2.00	−1.60
Mark VII	123,091	1.73	28,550	0.40	1.32
Total Lincoln	207,230	2.91	184,150	2.60	0.31
Total L-M Division	500,919	7.03	512,659	7.23	−0.20
FORD MOTOR CO.	**1,806,802**	**25.34**	**1,830,446**	**25.80**	**−0.46**
Skyhawk	28,030	0.39	34,516	0.49	−0.09
Skylark/Somerset	55,339	0.78	63,612	0.90	−0.12
Century	141,657	1.99	152,898	2.16	−0.17
Regal (rwd)	0	0.00	40,425	0.57	−0.57
Riviera	13,499	0.19	13,468	0.19	0.00
Electra	92,099	1.29	94,485	1.33	−0.04
LeSabre (fwd)	135,361	1.90	142,635	2.01	−0.11
LeSabre (rwd)	10,534	0.15	10,230	0.14	0.00
Reatta	8,245	0.12	332	0.00	0.11
Total Buick	484,764	6.80	552,601	7.78	−0.98
Cimarron	3,697	0.05	10,404	0.15	−0.09
Eldorado	35,385	0.50	20,538	0.29	0.21
Seville	23,514	0.33	21,395	0.30	0.03
Brougham (rwd)	35,944	0.50	73,195	1.03	−0.53
DeVille (fwd)	164,170	2.30	145,540	2.05	0.25
Allante	2,320	0.03	4,665	0.07	−0.03
Total Cadillac	265,030	3.72	275,737	3.89	−0.17
Cavalier	357,807	5.02	315,319	4.44	0.57
Camaro	99,821	1.40	121,551	1.71	−0.31
Celebrity	189,911	2.66	285,111	4.02	−1.35
Corsica/Beretta	434,312	6.09	348,806	4.92	1.18
Monte Carlo	0	0.00	72,749	1.03	−1.03
Caprice	203,496	2.85	200,583	2.83	0.03
Corvette	22,874	0.32	28,514	0.40	−0.08
Total Chevrolet	1,308,221	18.35	1,372,633	19.35	−1.00
Calais	119,690	1.68	115,085	1.62	0.06
Firenza	5,230	0.07	17,988	0.25	−0.18
Cutlass Ciera	38,053	0.53	108,766	1.53	−1.00
Cutlass Supreme	140,513	1.97	76,751	1.08	0.89
Toronado	15,308	0.21	16,453	0.23	−0.02
88 (fwd)	157,377	2.21	178,747	2.52	−0.31
88 (rwd)	10,408	0.15	10,463	0.15	0.00
Olds 98	76,341	1.07	73,004	1.03	0.04
Total Oldsmobile	562,920	7.90	597,257	8.42	−0.52
Sunbird	113,736	1.60	89,465	1.26	0.33
Grand Am	242,121	3.40	247,661	3.49	−0.09
Firebird	66,452	0.93	77,731	1.10	−0.16
Grand Prix	147,169	2.06	6,343	0.09	1.97
Pontiac 6000	94,665	1.33	67,947	0.96	0.37
Bonneville	121,906	1.71	125,005	1.76	−0.05
Paris./Safari	6,996	0.10	9,147	0.13	−0.03
Fiero	13,296	0.19	33,936	0.48	−0.29
Total Pontiac	806,343	11.31	657,235	9.26	2.05
GENERAL MOTORS	**3,427,278**	**48.08**	**3,455,463**	**48.70**	**−0.62**
HONDA	**366,355**	**5.14**	**324,064**	**4.57**	**0.57**
Civic	110,185	1.55	88,445	1.25	0.30
Accord	256,170	3.59	235,619	3.32	0.27
MAZDA	**163,280**	**2.29**	**4,206**	**0.06**	**2.23**
NISSAN	**109,887**	**1.54**	**117,334**	**1.65**	**−0.11**
NUMMI	**128,410**	**1.80**	**187,378**	**2.64**	**−0.84**
Corolla	55,465	0.78	43,726	0.62	0.16
Nova/Prizm	72,945	1.02	143,652	2.02	−1.00
TOYOTA	**18,827**	**0.26**	**0**	**0.00**	**0.26**
VOLKSWAGEN	**35,997**	**0.50**	**66,696**	**0.94**	**−0.44**
Golf/GTI	29,862	0.42	47,157	0.66	−0.25
Jetta	6,135	0.09	19,539	0.28	0.26
Total Cars U.S.	**7,129,420**	**100.00**	**7,094,992**	**100.00**	

Percentages rounded.

Compiled by Automotive News

PRODUCTION

U.S. model year output

By size classification

Subcompacts

1988 Position	1988 Total	Make	1987 Total	1987 Position
1	422,035	Escort	337,323	1
2	97,859	Civic	92,061	6
3	91,281	Sentra	137,427	5
4	71,116	Prizm/Nova	154,895	3
5	66,997	Horizon	166,859	2
6	64,740	Omni	152,931	4
7	40,918	Corolla	42,480	9
8	25,697	Golf/GTI	62,642	7
—	0	Chevette	46,208	8
—	0	Alliance	36,336	10
—	0	Lynx	35,372	11
—	0	Acadian	7,751	12
—	0	Pontiac 1000	5,628	13
	880,643	**Total**	**1,277,913**	

Compacts

1988 Position	1988 Total	Make	1987 Total	1987 Position
1	322,939	Cavalier	346,254	1
2	260,415	Accord	217,473	3
3	235,371	Grand Am	244,728	2
4	163,409	Tempo	177,409	4
5	138,091	Reliant	118,604	5
6	123,533	Aries	111,811	7
7	110,276	Calais	117,010	6
8	105,616	Probe/MX-6	0	—
9	102,619	Shadow	93,222	10
10	97,488	Sundance	93,696	9
11	93,694	Sunbird	106,769	8
12	74,852	Daytona	37,272	16
13	58,412	Topaz	53,936	13
14	54,792	Skylark/Somerset	80,206	11
15	29,134	Skyhawk	46,664	14
16	29,091	LeBaron K	63,069	12
17	21,221	Dodge 600	45,118	15
18	13,950	Jetta	13,758	19
19	12,260	Firenza	25,828	17
20	6,454	Cimarron	14,561	18
	2,053,617	**Total**	**2,007,388**	

Intermediates

1988 Position	1988 Total	Make	1987 Total	1987 Position
1	387,577	Taurus	374,763	1
2	377,764	Corsica/Beretta	225,000	3
3	211,225	Mustang	159,145	6
4	197,289	Celebrity	290,814	2
5	147,243	Thunderbird	128,135	8
6	121,285	Sable	121,313	9
7	119,162	Cougar	104,526	10
8	113,258	Century	184,178	4
9	96,275	Camaro	137,760	7
10	94,723	Cutlass Supreme	0	—
11	88,540	LeBaron J	75,449	14
12	86,357	Grand Prix	0	—
13	82,616	New Yorker C	0	—
14	68,143	Dynasty	0	—
15	62,467	Firebird	88,623	11
16	61,446	Pontiac 6000	86,972	12
17	41,287	Continental	17,597	23
18	38,259	Mark VII	15,286	24
19	33,210	Eldorado	17,775	22
20	30,174	Monte Carlo	79,045	13
21	27,678	Cutlass Supreme (rwd)	69,578	16
22	22,968	Seville	18,578	21
23	22,060	Caravelle	48,096	18
24	21,620	Cutlass Ciera	170,488	5
25	19,406	LeBaron GTS	44,013	19
26	16,496	Toronado	15,040	26
27	13,829	Lancer	28,731	20
28	10,635	Regal	65,287	17
29	9,605	New Yorker E	73,835	15
30	8,625	Riviera	15,223	25
	2,631,222	**Total**	**2,655,250**	

Standards

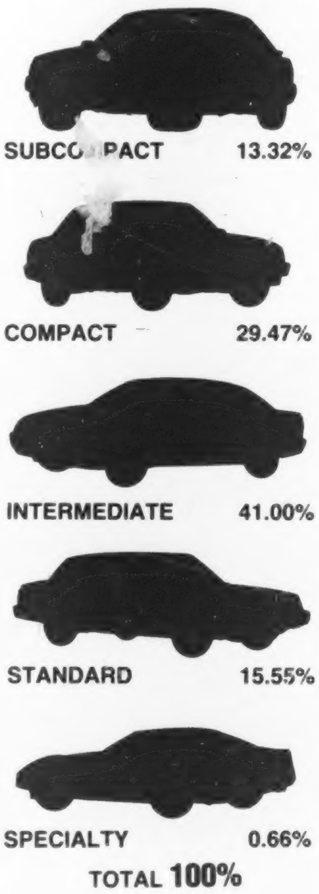
1988 Position	1988 Total	Make	1987 Total	1987 Position
1	201,113	Lincoln	76,483	9
2	189,086	Caprice	228,501	1
3	160,913	Olds 88 (fwd)	170,432	2
4	152,513	DeVille	162,798	3
5	136,044	LeSabre (fwd)	154,331	4
6	108,580	Bonneville	123,815	5
7	91,913	Electra	90,041	7
8	79,935	Olds 98	84,762	8
9	53,130	Brougham	65,504	10
10	49,029	Fifth Avenue	104,247	6
11	20,708	Diplomat	32,841	11
12	11,434	Gran Fury	16,551	13
13	11,114	Olds 88 (rwd)	17,742	12
14	9,659	LeSabre (rwd)	12,759	15
15	6,397	Paris./Safari	13,422	14
	1,281,568	**Total**	**1,354,229**	

Speciality

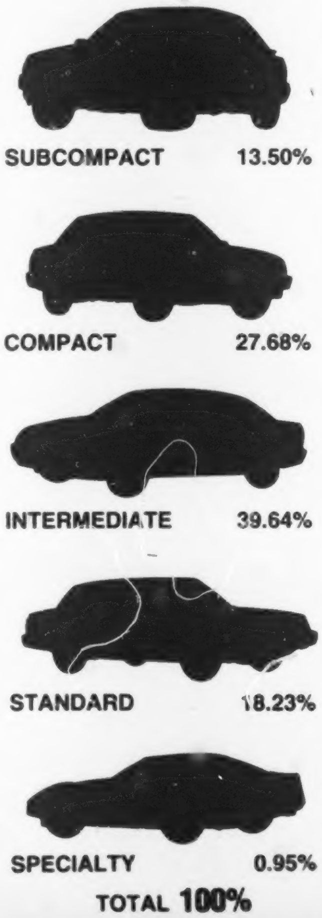
1988 Position	1988 Total	Make	1987 Total	1987 Position
1	26,402	Fiero	46,581	1
2	22,789	Corvette	30,632	2
3	4,708	Reatta	0	—
4	2,569	Allante	3,366	3
	56,468	**Total**	**80,579**	
	6,903,518	**Grand Total**	**7,375,359**	

Compacts rise 1.79%

1988 CALENDAR



1987 CALENDAR



U.S. calendar year output

By size classification

Subcompacts

1988 Position	1988 Total	Make	1987 Total	1987 Position
1	414,813	Escort	394,704	1
2	110,185	Civic	88,445	4
3	109,897	Sentra	117,334	3
4	78,794	Horizon	45,663	6
5	77,332	Omni	40,039	8
6	72,945	Prizm/Nova	143,652	2
7	55,485	Corolla	43,726	7
8	29,862	Golf/GTI	47,157	5
—	0	Alliance	15,994	10
—	0	Lynx	21,351	9
	949,313	**Total**	**958,065**	

Compacts

1988 Position	1988 Total	Make	1987 Total	1987 Position
1	357,807	Cavalier	315,319	1
2	256,170	Accord	235,619	3
3	242,121	Grand Am	247,661	2
4	183,259	Tempo	145,779	4
5	163,289	Probe/MX-6	4,200	20
6	119,690	Calais	115,085	7
7	113,736	Sunbird	89,465	10
8	103,190	Shadow	96,073	8
9	104,310	Sundance	89,678	9
10	100,462	Reliant	136,109	5
11	91,998	Aries	127,948	6
12	79,657	Daytona	64,054	12
13	70,543	Topaz	47,008	14
14	55,339	Skylark/Somerset	63,612	13
15	28,030	Skyhawk	34,516	16
16	8,549	Dodge 600	39,773	15
17	7,912	LeBaron K	64,089	11
18	6,135	Jetta	19,539	17
19	5,230	Firenza	17,988	18
20	3,697	Cimarron	10,404	19
	2,101,124	**Total**	**1,963,919**	

Intermediates

1988 Position	1988 Total	Make	1987 Total	1987 Position
1	434,312	Corsica/Beretta	348,806	2
2	395,962	Taurus	405,644	1
3	200,089	Mustang	214,153	4
4	189,911	Celebrity	285,111	3
5	147,169	Grand Prix	6,343	29
6	141,657	Century	152,898	6
7	140,513	Cutlass Supreme	76,751	13
8	135,232	Sable	121,686	8
9	123,091	Mark VII	28,550	20
10	114,156	Dynasty	8,486	28
11	111,760	Thunderbird	157,507	5
12	106,832	New Yorker C	18,916	24
13	99,821	Camaro	121,551	9
14	94,665	Pontiac 6000	67,947	15
15	90,449	LeBaron J	113,858	10
16	87,914	Cougar	138,464	7
17	66,452	Firebird	77,731	12
18	55,387	Continental	13,595	26
19	38,053	Cutlass Ciera	108,766	11
20	35,385	Eldorado	20,538	23
21	23,514	Seville	21,395	22
22	18,527	Camry	0	—
23	15,308	Toronado	16,453	25
24	13,499	Riviera	13,468	27
25	9,834	Caravelle	42,955	17
26	9,539	LeBaron GTS	37,508	19
27	9,365	Lancer	23,123	21
28	8,090	Spirit	0	—
29	7,241	Acclaim	0	—
—	0	Monte Carlo	72,749	14
—	0	New Yorker E	57,102	16
—	0	Regal	40,425	18
	2,923,727	**Total**	**2,812,479**	

Standards

1988 Position	1988 Total	Make	1987 Total	1987 Position
1	203,496	Caprice	200,583	1
2	164,170	DeVille	145,540	3
3	157,377	Olds 88 (fwd)	178,747	2
4	135,361	LeSabre (fwd)	142,635	4
5	121,908	Bonneville	125,005	6
6	92,099	Electra	94,485	7
7	76,341	Olds 98	73,004	9
8	35,944	Brougham	73,195	8
9	33,280	Fifth Ave.	65,675	10
10	28,752	Lincoln	142,005	5
11	18,796	Diplomat	15,188	11
12	13,059	Gran Fury	7,180	15
13	10,534	LeSabre (rwd)	10,230	13
14	10,408	Olds 88 (rwd)	10,463	12
15	6,996	Paris./Safari	9,147	14
	1,108,521	**Total**	**1,293,082**	

Speciality

1988 Position	1988 Total	Make	1987 Total	1987 Position
1	22,874	Corvette	28,514	2
2	13,296	Fiero	33,936	1
3	8,245	Reatta	332	4
4	2,320	Allante	4,665	3
	46,735	**Total**	**67,447**	
	7,129,420	**Grand Total**	**7,094,992**	

PRODUCTION

Where 1989-model cars are built

UNITED STATES

CHRYSLER MOTORS

Belvidere, Ill.	New Yorker, New Yorker Landau, Dynasty
Jefferson (Detroit)	Dodge Omni, Plymouth Horizon
Kenosha, Wis	Closed December 1988
Newark, Del	Dodge Spirit, Plymouth Acclaim
St. Louis (No. 1)	LeBaron J, Daytona
Sterling Heights, Mich	LeBaron GTS, Lancer (ended production March 3, 1989), Sundance, Shadow

FORD MOTOR CO.

Atlanta	Taurus, Sable
Chicago	Taurus, Sable
Dearborn, Mich	Mustang
Edison, N.J.	Escort
Kansas City, Mo	Tempo, Topaz
Lorain, Ohio	Thunderbird, Cougar
Wayne, Mich	Escort
Wixom, Mich	Lincoln, Mark VII, Continental

GENERAL MOTORS

Arlington, Texas	Fleetwood Brougham, Caprice, Olds 88 (rwd)
Bowling Green, Ky	Corvette
Detroit-Hamtramck	Allante, Toronado, Riviera, Eldorado, Seville
Doraville, Ga	Cutlass Supreme
Fairfax, Kans	Grand Prix
Flint, Mich. (Buick City)	LeSabre (fwd), Olds 88 Royal
Framingham, Mass	Century, Cutlass Ciera
Janesville, Wis	Cavalier, Skyhawk
Lake Orion, Mich	Cadillac/DeVille (rwd), Olds 98
Lakewood, Ga	LeSabre (rwd), Caprice, Parisienne/Safari Wagon
Lansing, Mich	Calais, Grand Am, Skylark
Lansing, Mich. (Reatta Craft Centre)	Reatta
Leeds, Mo	Closed May 1988
Linden, N.J.	Corsica, Beretta
Lordstown, Ohio	Cavalier, Sunbird
Oklahoma City	Pontiac 6000, Celebrity, Century, Ciera
Tarrytown, N.Y.	Pontiac 6000, Century (conversion to APV'S February 4, 1989)
Van Nuys, Calif	Camaro, Firebird
Wentzville, Mo	Electra/Park Avenue, Olds 98, Old 88 (fwd)
Willow Run, Mich	Bonneville, Olds 88 (fwd)
Wilmington, Del	Corsica, Beretta

DIAMOND-STAR MOTORS

Normal, Ill	Mitsubishi Eclipse, Plymouth Laser

HONDA OF AMERICA MFG. INC.

Marysville, Ohio	Accord, Civic

MAZDA MOTOR MFG. (U.S.A.) CORP.

Flat Rock, Mich	Ford Probe, Mazda MX-6

NEW UNITED MOTOR MFG. INC.

Fremont, Calif	Geo Prizm, Toyota Corolla FX

NISSAN MOTOR MFG. CO. U.S.A.

Smyrna, Tenn	Sentra

TOYOTA MOTOR MFG. CO. U.S.A.

Georgetown, Ky	Camry

CANADA

CHRYSLER MOTORS

Bramalea, Ontario	Premier

FORD MOTOR CO.

Oakville, Ontario	Tempo, Topaz
St. Thomas, Ontario	Crown Victoria, Grand Marquis

GENERAL MOTORS

Oshawa, Ontario (No. 1)	Lumina
Oshawa, Ontario (No. 2)	Lumina, Regal
Ste. Therese, Quebec	Cutlass Ciera, Celebrity

HONDA OF CANADA MFG. INC.

Alliston, Ontario	Civic

TOYOTA MOTOR MFG. CANADA INC.

Cambridge, Ontario	Corolla

VOLVO

Halifax, Nova Scotia	740 Series

MEXICO

CHRYSLER

Toluca	Aries, Reliant, LeBaron J

FORD MOTOR CO.

Hermosillo	Mercury Tracer
Cuautitian	Topaz, Thunderbird, Taurus

GENERAL MOTORS

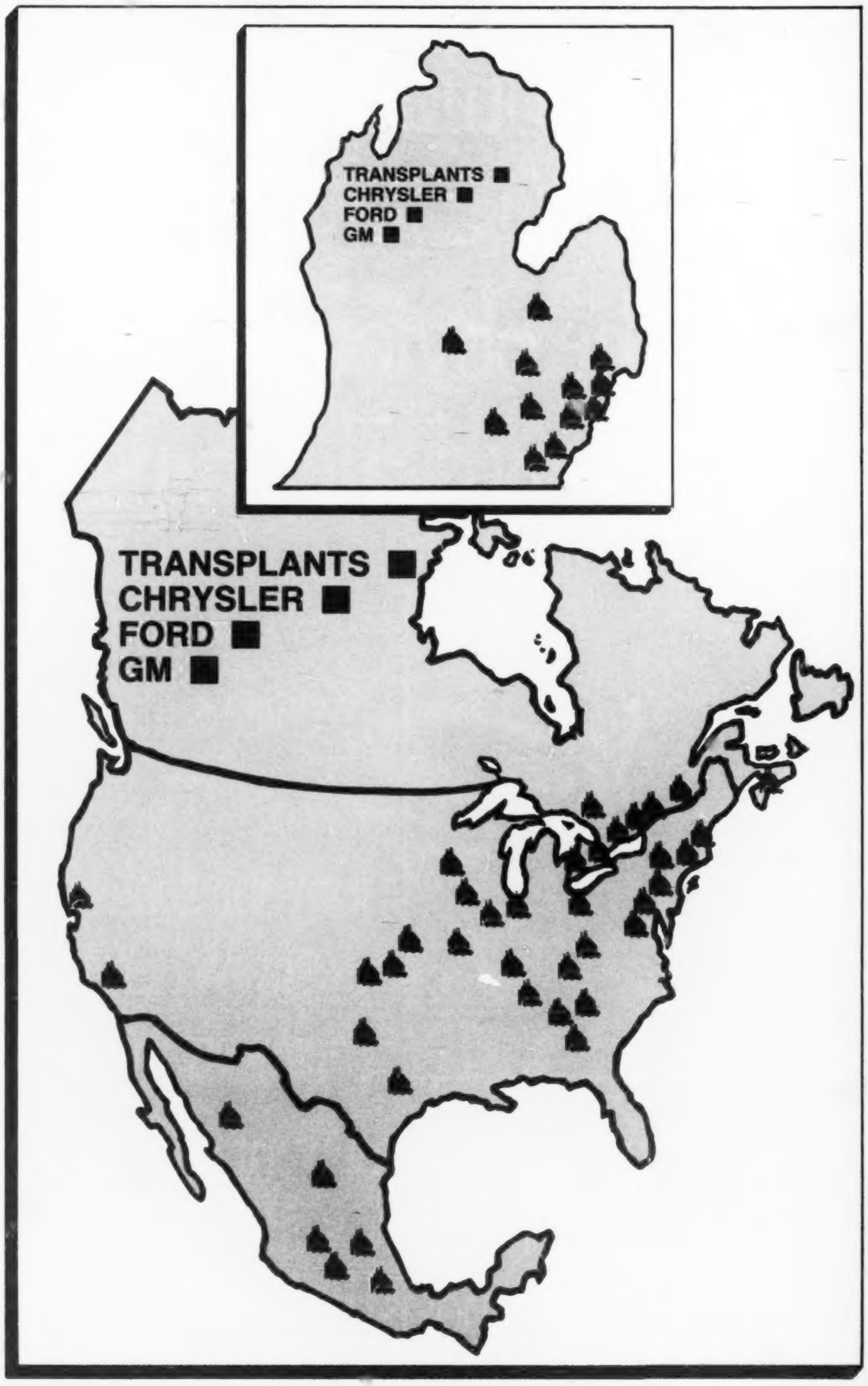
Ramos Arispe	Celebrity, Cutlass Ciera, Century

NISSAN

Cuernavaca	Sentra

VOLKSWAGEN

Puebla	Kosar (Quantum), Beetle, Golf, Jetta



Midwest retains top share of U.S. car production

(Breakdown by states, 1988 vs. 1987)

	Total Output 1988	Pct. of Output 1988	Overall Pos., 1988	Total Output 1987	Pct. of Output 1987	Overall Pos., 1987
Michigan	2,547,946	35.74	1	2,595,004	36.58	1
Ohio	679,765	9.53	2	829,426	11.69	2
Missouri	593,707	8.33	3	554,509	7.82	3
Illinois	489,219	6.86	4	355,273	5.01	7
Georgia	481,803	6.76	5	411,827	5.80	5
Wisconsin	439,337	6.16	6	191,367	2.70	11
New Jersey	329,389	4.62	7	292,569	4.12	8
California	294,712	4.13	8	386,660	5.45	8
Delaware	285,727	4.01	9	417,422	5.88	4
Oklahoma	262,619	3.68	10	261,942	3.69	10
Texas	188,247	2.64	11	54,890	0.77	16
New York	157,590	2.21	12	152,114	2.14	12
Kansas	147,211	2.06	13	270,964	3.82	9
Tennessee	109,897	1.54	14	117,334	1.65	13
Massachusetts	44,852	0.63	15	108,481	1.53	14
Kentucky	41,402	0.58	16	28,514	0.40	17
Pennsylvania	35,997	0.50	17	66,696	0.94	15
TOTAL	7,129,420	100.00	—	7,094,992	100.00	—

PRODUCTION

U.S. van and light-truck output climbs 12.17 percent

	Total '88 Output	% of Output	Total '87 Output	% of Output
CHEVROLET				
Chevy/Sportvan	86,309	2.18	96,387	2.73
S-10	296,308	7.49	229,405	6.51
S-10 Blazer	174,437	4.41	170,671	4.84
Blazer	26,314	0.67	34,431	0.98
Astro	174,999	4.43	163,508	4.64
Suburban	70,768	1.79	67,889	1.93
Pickups	371,805	9.40	323,421	9.17
P Models	39,662	1.00	46,163	1.31
Total	1,240,602	31.38	1,131,875	32.11
CHRYSLER				
Dakota	109,184	2.76	109,220	3.10
Mini-Vans	192,699	4.87	108,806	3.09
Pickups	87,678	2.22	112,507	3.19
Total	389,561	9.85	330,533	9.38
FORD				
Aerostar	208,848	5.28	187,875	5.33
Bronco	59,412	1.50	57,013	1.62
Bronco II	122,686	3.10	135,760	3.85
Econoline/Club Wagon	242,392	6.13	236,622	6.71
Pickups	660,370	16.70	482,794	13.70
Ranger	326,112	8.25	318,007	9.02
Total	1,619,820	40.97	1,418,071	40.23
GMC				
Vandura/Rally Vans	30,401	0.77	26,927	0.76
S-15	68,489	1.73	59,300	1.68
S-15 Jimmy	47,292	1.20	51,610	1.46
Jimmy	9,438	0.24	9,499	0.27
Safari	44,538	1.13	41,302	1.17
Suburban	31,880	0.81	26,407	0.75
Pickups	115,351	2.92	107,221	3.04
P Models	4,937	0.12	6,823	0.19
Total	352,326	8.91	329,089	9.34
JEEP				
Cherokee	187,136	4.73	139,295	3.95
Pickups	0	0.00	1,153	0.03
Wagoneer	10,902	0.28	15,033	0.43
Grand Wagoneer	14,117	0.36	14,265	0.40
Comanche	43,718	1.11	43,070	1.22
Total	255,873	6.47	212,816	6.04
NISSAN				
Pickups	95,919	2.43	102,718	2.91
Grand Total	**3,954,101**	**100.00**	**3,525,102**	**100.00**

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Where 1989-model trucks are built

UNITED STATES

CHRYSLER MOTORS	
Toledo, Ohio	Cherokee, Comanche, Grand Wagoneer, Wagoneer
Warren, Mich.	light-duty trucks, Dakota, standard and mid-size trucks
St. Louis (No. 2)	Mini Ram Van, Caravan, Voyager minivans
FORD MOTOR CO.	
Kansas City, Mo.	light trucks
Kentucky Truck (Louisville)	medium, heavy and extra-heavy trucks
Lorain, Ohio	Econoline, Club Wagon
Louisville, Ky.	Ranger, Bronco II
Michigan Truck (Wayne)	Bronco, light trucks
Norfolk, Va.	light trucks
St. Louis	Aerostar minivans
St. Paul, Minn.(Twin Cities)	light trucks, Ranger
FREIGHTLINER CORP.	
Mount Holly, N.C.	heavy trucks
Portland, Ore.	heavy trucks
GENERAL MOTORS	
Baltimore	Chevrolet Astro, GMC Safari minivans
Detroit	commercial, recreational, specialty vehicle chassis
Flint, Mich.	Blazer, Jimmy, Suburban wagons
Janesville, Wis.	Chevrolet, GMC light trucks
Lordstown, Ohio	Chevrolet, GMC vans
Moraine, Ohio	Chevrolet S-10, GMC S-15 trucks
Pontiac, Mich.	Chevrolet, GMC light and medium-duty trucks, Chevrolet S-10 and GMC S-15 trucks
Shreveport, La.	Chevrolet S-10, GMC S-15 trucks, Blazer, Jimmy
Tarrytown, N.Y.	1990 APV's, Chevrolet Lumina, Oldsmobile Silhouette, Pontiac Trans Sport
Ft. Wayne, Ind.	Chevrolet, GMC light trucks
KENWORTH TRUCK CO.	
Chillicothe, Ohio	heavy trucks
Seattle	heavy trucks
MACK TRUCKS, INC.	
Allentown, Pa.	heavy trucks
Macungie, Pa.	heavy trucks
Winnsboro, S.C.	heavy trucks
MERCEDES-BENZ TRUCK CO.	
Hampton, Va.	medium trucks
NAVISTAR	
Springfield, Ohio	medium and heavy trucks
NISSAN MOTOR MFG. CO.	
Smyrna, Tenn.	pickup trucks
PETERBILT MOTORS CO.	
Denton, Texas	heavy trucks
Nashville, Tenn.	heavy trucks
VOLVO GM HEAVY TRUCK CORP.	
Dublin, Va.	heavy trucks
Ogden, Utah	heavy trucks
Pontiac, Mich.	heavy trucks

CANADA

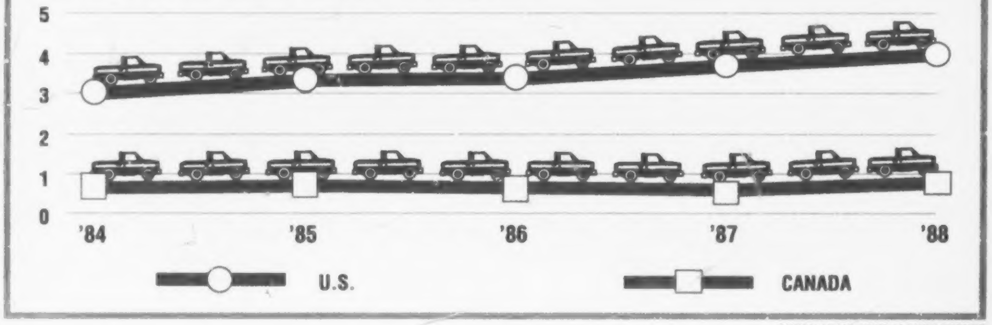
CHRYSLER MOTORS	
Brampton, Ontario	Jeep Wrangler
Windsor, Ontario	Caravan, Voyager minivans, Mini Ram Van
Pillete Road (Windsor)	Ram Van, Ram Wagon
FORD MOTOR CO.	
Ontario Truck (Oakville)	light trucks
FREIGHTLINER OF CANADA LTD.	
Burnaby, British Columbia	heavy trucks
GENERAL MOTORS	
Oshawa, Ontario	Chevrolet, GMC pickups
Scarborough, Ontario	full-size Chevrolet and GMC vans
NAVISTAR	
Chatham, Ontario	medium and heavy trucks
MACK TRUCKS INC.	
Oakville, Ontario	heavy trucks

MEXICO

CHRYSLER	
Lago Alberto	Ramcharger
FORD	
Cuautitian	light trucks
GENERAL MOTORS	
Mexico City	Chevrolet light trucks
NISSAN	
Cuernavaca	pickup trucks

North American truck production

North American truck build sets a record. United States and Canada combined truck output tops 5.0 million. Figures in millions of units.



AUTOMOTIVE NEWS / **LANCE GRAVES**

1988 U.S. truck production outpaces '87 by 6.50%

Note: Compiled by Automotive News

Company	January	February	March	First Quarter Total	April	May	June	Second Quarter Total	July	August	September	Third Quarter Total	October	November	December	Fourth Quarter Total	Grand Total
Chevrolet	85,191	97,612	113,831	296,634	100,787	112,859	116,798	330,444	102,227	98,050	113,999	314,276	122,950	107,283	87,945	318,178	1,259,532
Dodge/Plymouth	34,747	25,050	39,598	99,395	33,231	35,532	36,364	105,127	15,106	32,591	38,323	86,020	27,379	37,041	34,599	99,019	389,561
Ford	128,389	139,357	155,079	422,825	128,152	141,016	137,575	406,743	60,693	129,801	126,510	317,004	119,219	130,840	126,724	376,783	1,523,355
GMC	31,203	35,212	36,540	102,955	32,493	30,579	32,729	95,801	29,864	29,457	33,603	92,924	36,122	33,354	25,311	94,787	386,467
Navistar	7,183	7,344	7,774	22,301	7,384	7,751	7,680	22,815	3,465	8,624	6,903	18,992	7,733	7,114	6,117	20,964	85,072
Jeep	20,758	21,744	22,759	65,261	20,161	23,265	24,933	68,359	14,469	18,428	22,687	55,584	25,174	22,328	19,167	66,669	255,873
Nissan	12,952	13,661	8,778	35,391	6,594	7,038	6,999	20,631	2,645	6,488	5,856	14,989	6,296	9,755	8,857	24,908	95,919
AM General*	1,800	1,890	2,070	5,760	1,890	1,980	1,980	5,850	1,890	1,800	1,980	5,670	1,800	1,800	1,530	5,130	22,410
Miscellaneous*	9,200	9,660	10,580	29,440	9,660	10,120	10,120	29,900	9,600	9,200	10,120	28,980	9,200	9,200	7,820	26,220	114,540
Total Trucks	**331,423**	**351,530**	**397,009**	**1,079,962**	**340,352**	**370,140**	**375,178**	**1,085,670**	**240,019**	**334,439**	**359,981**	**934,439**	**355,873**	**358,715**	**318,070**	**1,032,658**	**4,132,729**

*—Actual figures for AM General and Miscellaneous trucks were not reported in 1988. These figures are Automotive News estimates.

1988 Canadian truck build beats 1987 by 23.86%

Company	January	February	March	First Quarter Total	April	May	June	Second Quarter Total	July	August	September	Third Quarter Total	October	November	December	Fourth Quarter Total	Grand Total
Dodge/Plymouth	30,198	31,894	37,116	99,208	33,002	33,305	34,706	101,013	12,164	32,819	35,668	80,651	35,962	36,193	29,027	101,182	382,054
Jeep	3,713	4,481	4,870	13,064	4,303	4,249	4,385	12,937	1,630	5,126	5,085	11,841	4,763	5,690	4,396	14,849	52,691
Ford	14,296	14,984	16,767	46,047	14,411	15,239	15,719	45,369	3,292	12,262	13,906	29,460	14,162	15,964	11,860	41,986	162,862
Chevrolet	17,062	18,947	19,624	55,633	19,300	17,751	22,525	59,576	11,807	14,239	20,652	46,698	19,182	23,605	18,940	61,727	223,634
GMC	7,528	8,959	12,203	28,690	8,435	8,882	9,599	26,916	5,279	6,537	9,202	21,018	9,465	9,025	6,125	24,615	101,239
Navistar	901	883	1,035	2,819	920	1,017	1,137	3,074	484	1,166	1,127	2,777	1,095	759	822	2,676	11,346
Total trucks	**73,698**	**80,148**	**91,615**	**245,461**	**80,371**	**80,443**	**88,071**	**248,885**	**34,656**	**72,149**	**85,640**	**192,445**	**84,629**	**91,236**	**71,170**	**247,035**	**933,826**

PRODUCTION

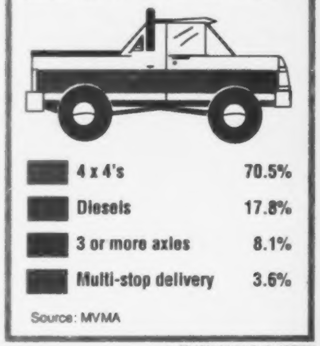
U.S. factory sales of special trucks — 4x4 trucks climb by nearly 70,000 units

	4x4 trucks			Multi-stop delivery trucks			Trucks with diesel engines			Trucks with 3 or more axles		
	Domestic	Export	Total	Domestic	Export	Total	Domestic	Export	Total	Domestic	Export	Total
1969	142,790	32,036	174,826	48,918	1,904	50,822	101,703	13,167	114,870	81,286	12,431	93,717
1970	142,095	19,740	161,835	45,244	2,258	47,502	91,801	13,913	105,714	76,129	9,426	85,555
1971	204,811	20,561	225,372	68,211	3,886	72,097	101,488	11,664	113,152	84,027	9,314	93,341
1972	271,382	25,656	297,038	73,005	4,534	77,539	129,628	13,461	143,089	106,732	12,165	118,897
1973	368,471	35,157	403,628	82,811	5,885	88,696	152,373	16,016	168,389	124,913	14,652	139,565
1974	431,108	49,816	480,924	38,800	3,987	42,787	144,702	22,557	167,259	125,658	21,126	146,784
1975	413,720	65,991	479,711	33,019	4,000	37,019	72,605	29,903	102,508	56,772	26,682	83,454
1976	615,652	58,680	674,332	49,473	4,664	54,137	107,216	21,860	129,076	80,533	16,064	96,597
1977	749,154	74,959	824,113	52,573	3,685	56,258	165,559	19,738	185,297	124,427	13,804	138,231
1978	893,662	79,361	973,023	112,730	7,142	119,872	219,915	23,933	243,848	134,296	16,668	150,964
1979	666,522	85,066	751,588	45,395	6,422	51,817	227,834	28,210	258,528	142,646	23,315	165,961
1980	241,528	55,290	296,818	23,148	3,466	26,614	214,562	29,584	244,146	86,572	17,747	104,319
1981	241,889	56,633	298,522	25,979	3,451	29,430	209,394	27,776	237,170	83,103	16,414	99,517
1982	344,302	29,079	373,381	31,793	1,040	32,833	219,748	16,853	236,601	59,170	7,176	66,346
1983	673,720	49,307	723,027	46,431	1,519	47,950	231,905	15,376	247,281	66,340	5,027	71,367
1984	911,518	57,945	969,463	61,524	1,460	62,984	333,122	27,664	360,786	113,512	10,170	123,682
1985	997,861	72,752	1,070,613	47,623	1,910	49,533	324,471	35,921	360,392	105,703	11,313	117,016
1986	900,643	81,821	982,464	44,090	2,059	46,149	261,072	37,613	298,685	87,810	10,954	98,764
1987	983,739	95,047	1,078,786	53,317	2,329	55,646	274,786	44,012	318,798	104,388	13,490	117,878
1988	1,043,689	104,575	1,148,264	55,892	2,040	57,932	290,316	—	290,316	117,126	14,760	131,886

SOURCE: MVMA

Special trucks' factory sales

1988 special truck factory sales rise to 1.6 million units.



Source: MVMA

AUTOMOTIVE NEWS / C. BEEVER

1988 Canadian car production rises 2.67 percent

Company	January	February	March	First Quarter	April	May	June	Second Quarter	July	August	September	Third Quarter	October	November	December	Fourth Quarter	Grand Total
Premier	6,236	6,815	4,454	17,505	6,662	6,879	4,078	17,619	3,135	1,726	5,394	10,255	4,979	5,629	3,081	13,689	59,068
CHRYSLER Total	**6,236**	**6,815**	**4,454**	**17,505**	**6,662**	**6,879**	**4,078**	**17,619**	**3,135**	**1,726**	**5,394**	**10,255**	**4,979**	**5,629**	**3,081**	**13,689**	**59,068**
Tempo	16,913	16,470	20,192	53,575	16,549	17,457	14,417	48,423	3,607	13,596	12,746	29,949	13,544	13,616	11,338	38,498	170,445
Topaz	5,450	6,244	6,202	17,896	6,134	5,354	7,082	18,570	1,272	6,448	6,294	14,014	6,682	6,843	5,995	19,520	70,000
Crown Victoria	11,228	11,935	13,162	36,325	11,262	11,921	12,384	35,567	3,677	9,244	11,337	24,258	11,149	12,687	9,844	33,680	129,830
Grand Marquis	10,517	11,867	13,182	35,566	11,524	12,067	12,744	36,335	3,903	9,581	12,035	25,519	11,697	12,685	9,736	34,118	131,538
FORD Total	**44,108**	**46,516**	**52,738**	**143,362**	**45,469**	**46,799**	**46,727**	**138,895**	**12,459**	**38,869**	**42,412**	**93,740**	**43,072**	**45,831**	**36,913**	**125,816**	**501,813**
Celebrity	2,007	1,016	1,614	4,637	1,378	2,971	2,675	7,024	1,234	1,717	752	3,703	2,371	1,745	733	4,849	20,213
Cutlass Ciera	14,378	17,443	28,997	60,818	26,777	29,540	29,952	86,269	7,451	9,749	13,103	30,303	13,647	15,886	13,022	42,555	219,945
Regal	12,538	13,660	15,551	41,749	14,534	14,472	16,244	42,250	7,148	9,906	16,021	33,075	17,351	1,815	0	19,166	139,240
Pontiac 6000	4,809	3,444	3,734	11,987	4,913	5,670	6,228	16,811	705	0	0	705	0	0	0	0	29,503
Regal	12,538	13,660	15,551	41,749	14,534	14,472	16,244	45,250	7,148	9,906	16,021	33,075	17,351	1,815	0	19,166	139,240
GM Total	**33,732**	**35,563**	**49,896**	**119,191**	**47,602**	**52,653**	**55,099**	**155,354**	**16,538**	**21,372**	**29,876**	**67,786**	**33,369**	**19,446**	**13,755**	**66,570**	**408,901**
HONDA	**2,287**	**2,586**	**3,175**	**8,048**	**2,848**	**3,632**	**4,815**	**11,295**	**3,076**	**5,089**	**4,929**	**13,094**	**5,404**	**6,742**	**5,385**	**17,531**	**49,968**
VOLVO	**423**	**476**	**671**	**1,570**	**616**	**756**	**787**	**2,159**	**720**	**126**	**0**	**846**	**720**	**755**	**523**	**1,998**	**6,573**
Grand Total	**86,786**	**91,956**	**110,934**	**289,676**	**103,197**	**110,719**	**111,406**	**325,322**	**35,928**	**67,182**	**82,611**	**185,721**	**87,544**	**78,403**	**59,657**	**225,604**	**1,026,323**

Canadian car production by corporation for 20 years

	AMC	Bricklin	Chrysler	Ford	Honda	GM	Renault	Studebaker	Volvo	Total
1988	—	—	59,068	501,813	49,968	408,901	—	—	6,573	1,026,323
1987	—	—	12,553	433,976	15,685	339,226	—	—	8,523	809,943
1986	4,432	—	—	517,418	526	540,526	—	—	10,390	1,073,312
1985	11,311	—	—	495,955	—	573,687	—	—	10,030	1,090,983
1984	22,992	—	—	463,296	—	585,457	—	—	10,438	1,062,183
1983	29,551	—	104,365	272,642	—	551,826	—	—	10,390	968,774
1982	30,344	—	149,442	283,001	—	332,038	—	—	6,860	801,685
1981	34,535	—	69,149	191,928	—	437,622	—	—	10,338	743,570
1980	3,077	—	71,530	249,870	—	512,330	—	—	[illegible]	846,770
1979	—	—	134,088	284,810	—	517,471	—	—	8,768	944,933
1978	26,283	—	100,085	372,296	—	584,187	—	—	8,199	1,131,060
1977	41,708	—	219,747	341,329	—	198,456	—	—	4,508	805,746
1976	42,289	—	245,332	371,305	—	475,090	—	—	9,486	1,143,482
1975	48,373	2,085	261,275	324,783	—	406,323	—	—	13,763	1,056,602
1974	58,002	—	225,478	387,880	—	461,596	—	—	10,081	1,143,037
1973	74,290	—	260,722	445,299	—	443,806	—	—	10,449	1,234,566
1972	58,920	—	265,773	458,972	—	354,167	7,658	—	9,448	1,154,938
1971	42,908	—	232,749	392,433	—	406,186	11,930	—	8,280	1,094,486
1970	47,796	—	239,032	396,243	—	222,676	9,581	—	8,200	923,538
1969	35,819	—	201.115	391,105	—	391,561	9,739	—	6,015	1,035,354

Canadian car output, highest since 1986

1988	1,026,323
1987	809,943
1986	1,073,312
1985	1,090,983
1984	1,062,183
1983	968,774
1982	801,685
1981	642,587
1980	846,777
1979	944,933
1978	1,131,050
1977	1,129,575
1976	1,143,842
1975	1,056,602
1974	1,143,037
1973	1,234,566
1972	1,154,938
1971	1,094,486
1970	923,538
1969	1,035,354
1968	891,849
1967	714,084
1966	696,100
1965	709,568
1964	559,392
1963	532,915
1962	428,189
1961	326,841

SALES/REGISTRATIONS

North American car and truck producers in 1988 turned in the second-strongest sales figures in recent automotive history.

In passing five million sales, light trucks set a record for the fifth straight year.

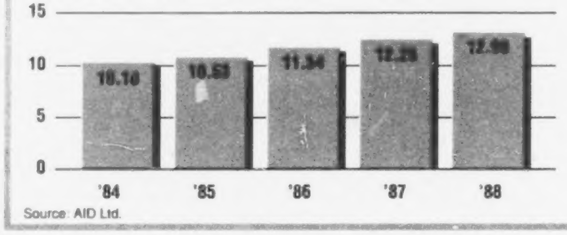
U.S. automakers, including Japanese transplants, gained market share by selling 7,526,034 cars in 1988 compared to 7,081,262 in 1987. Imports sales fell to 3,061,039 units in 1988 from 3,144,042 in 1987.

In North America, the United States and Canada compiled combined new-car registrations of 11,523,058 units in 1988 compared to 11,194,161 in 1987, according to R.L. Polk data.

In Western Europe, sales records were set and annual new-car registrations continued to climb. Nearly 13 million new cars were sold in Western European countries in 1988.

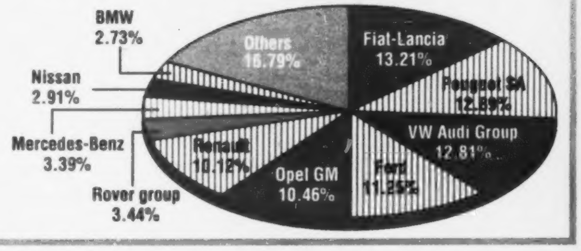
Western Europe's car registrations surge 5.95%

Western Europe held the lead in worldwide passenger car registrations again in 1988. Figures in millions.



Source: AID Ltd.

Top ten makes; sales in 1988 by percent.



Western European car registrations total rises 5.95% in 1988

Manufacturer	1988 Totals	1987 Totals	% of Change
Fiat-Lancia	1,715,702	1,561,761	9.86
Alfa Romeo (Fiat)	214,834	184,223	16.62
Peugeot	1,674,145	1,492,831	12.15
VW-Audi Group	1,664,143	1,599,761	4.02
Seat (VAG)	275,976	228,888	20.57
Ford	1,461,595	1,467,028	−0.37
Opel-GM	1,359,055	1,299,008	4.62
Renault	1,314,542	1,302,426	0.93
Rover Group	446,413	412,017	8.35
Mercedes-Benz	440,700	432,478	1.92
Nissan	377,813	352,810	7.09
BMW	354,419	292,963	20.98
Toyota	348,348	342,431	1.73
Volvo	267,364	266,585	0.29
Mazda	248,310	234,468	5.90
Mitsubishi	156,957	149,168	5.22
Honda	139,022	126,687	9.74
Lada	117,657	119,885	−1.86
Suzuki	87,198	79,040	10.32
Saab	66,107	69,165	−4.42
Subaru	50,905	54,896	−7.27
Daihatsu	35,522	37,116	−4.29
Skoda	33,636	35,224	−4.51
Jaguar	21,850	17,271	26.51
Porsche	15,516	14,220	9.11
FSO	8,751	8,440	3.68
Proton	525	0	—
Isuzu	14,951	9,791	52.70
Others	79,592	71,349	11.55
Totals	**12,991,618**	**12,261,930**	**5.95**
Japanese	**1,459,026**	**1,386,407**	**5.24**

SOURCE: AID Ltd., reuse or republication is prohibited

Western European car registrations: Germany, France, Italy lead in '88

Country	1988	% Share	1987	% Share	% Change
Austria	253,072	1.95	243,221	1.97	4.05
Belgium	427,172	3.29	406,239	3.29	5.15
Denmark	88,603	0.68	124,097	1.01	−28.60
Ireland	60,788	0.47	54,219	0.44	12.12
Finland	173,519	1.34	151,432	1.23	14.59
France	2,217,149	17.07	2,105,180	17.06	5.32
Germany	2,807,939	21.61	2,915,654	23.62	− 3.69
Greece	57,666	0.44	50,501	0.41	14.19
Italy	2,184,324	16.81	1,976,537	16.01	10.51
Luxembourg	30,722	0.24	29,805	0.24	3.08
Netherlands	482,422	3.71	555,743	4.50	−13.19
Norway	67,822	0.52	115,097	0.93	−41.07
Portugal	213,063	1.64	129,243	1.05	64.85
Sweden	343,963	2.65	315,950	2.56	8.87
Switzerland	321,366	2.47	303,302	2.46	5.96
Spain	1,046,454	8.05	852,323	6.91	22.78
United Kingdom	2,215,574	17.05	2,013,693	16.32	10.03
Total	**12,991,618**	**100.00**	**12,342,236**	**100.00**	**5.26**

SOURCE: AID Ltd. Reuse or republication without permission is prohibited.

Japanese car registrations rise 5.20 percent in Western Europe

Manufacturer	1988	% Share	1987	% Share	% Change
Nissan	377,813	25.89	352,810	25.44	7.09
Toyota	348,343	23.88	342,431	24.69	1.73
Mazda	248,310	17.02	234,468	16.91	5.90
Mitsubishi	156,957	10.76	149,168	10.76	5.22
Honda	139,022	9.53	126,687	9.13	9.74
Suzuki	87,193	5.98	79,040	5.70	10.32
Subaru	50,905	3.49	54,896	3.96	−7.27
Daihatsu	35,522	2.43	37,116	2.68	−4.29
Isuzu	14,951	1.02	9,791	0.71	52.70
Other	0	0.00	495	0.04	−100.00
Japanese	**1,459,025**	**100.00**	**1,386,902**	**100.00**	**5.20**

SOURCE: AID Ltd.

World's major vehicle exporters

	Total exports 1988	Total exports 1987
Japan	6,104,152	6,304,924
Germany	2,752,134	2,607,299
France	2,036,884	1,852,136
United States*	963,573	811,869
Italy*	686,419	N.A.
South Korea	576,134	546,310
Canada	N.A.	1,364,785
U.K.	331,861	N.A.

*Italy's total includes only cars.
U.S. total includes cars and light trucks.

Western European new car registrations near 13 million mark in 1988

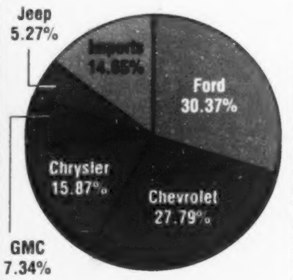
Manufacturer	Austria	Belgium	Denmark	Ireland	Finland	France	Germany	Greece	Italy	Luxembourg	Netherlands	Norway	Portugal	Sweden	Switzerland	Spain	U.K.	1988 Totals	Market Share
Fiat-Lancia	15,651	12,943	4,735	2,724	6,156	744,735	725,821	4,674	1,166,374	1,383	24,944	1,271	33,580	6,364	24,829	62,773	79,185	1,715,702	13.2
Peugeot	15,973	63,535	11,979	3,055	12,676	757,691	108,584	2,230	168,598	5,615	58,530	5,984	30,333	14,985	25,218	195,404	193,755	1,674,145	12.9
VW-Audi Group	51,285	64,938	7,148	3,625	12,606	156,185	610,032	3,720	183,596	4,923	48,453	7,447	15,112	42,308	45,529	86,441	120,795	1,664,143	12.8
Ford	22,019	42,668	10,709	8,929	11,673	142,899	281,803	1,490	79,814	4,750	48,392	8,163	15,002	35,921	22,086	141,487	583,790	1,461,595	11.3
Opel-GM	29,074	50,190	11,943	6,185	15,668	106,589	430,066	3,026	71,499	2,892	67,539	7,703	28,518	29,601	40,204	154,793	303,565	1,359,055	10.5
Renault	10,775	36,012	549	2,375	1,530	642,501	78,449	1,040	154,953	2,922	21,603	497	47,649	4,984	16,197	206,914	85,592	1,314,542	10.1
Rover Group	244	4,423	279	1,619	0	42,306	8,191	1,795	23,631	235	5,018	69	9,612	2	2,137	14,245	332,607	446,413	3.4
Mercedes-Benz	9,654	12,109	1,201	385	3,466	25,154	281,995	230	30,803	835	12,487	1,030	1,564	10,091	9,019	16,851	23,896	440,770	3.4
Nissan	11,583	20,695	4,621	7,645	18,304	18,765	81,733	8,899	594	961	26,713	4,190	2,404	20,349	13,159	2,474	134,724	377,813	2.9
BMW	8,715	11,310	1,651	609	2,765	31,693	180,644	1,773	23,652	1,028	11,527	1,322	1,400	6,278	14,022	13,269	42,761	354,419	2.7
Toyota	19,353	30,299	10,172	10,525	24,749	14,968	85,289	8,864	2,265	1,116	25,705	9,050	5,701	26,057	31,388	2,994	39,853	348,348	2.7
Volvo	3,045	9,035	2,639	1,220	8,035	17,265	17,474	115	14,794	320	21,840	5,025	1,598	74,626	5,533	4,373	80,427	267,364	2.1
SEAT (VAG)	982	5,396	345	456	1,202	33,512	15,142	3,889	71,982	424	6,158	0	14,310	0	3,757	108,976	9,445	275,976	2.1
Mazda	23,359	9,743	9,251	2,304	10,109	17,853	91,508	574	76	614	23,546	6,181	250	19,909	11,401	627	21,005	248,310	1.9
Alfa Romeo	1,316	3,514	399	114	0	16,677	6,163	1,456	142,106	377	3,815	22	4,287	1,188	6,759	23,047	3,596	214,834	1.7
Mitsubishi	10,319	9,643	1,417	2,288	9,021	3,518	62,368	574	4,230	319	14,050	2,974	0	8,339	14,618	882	12,397	156,957	1.2
Honda	7,825	8,704	1,619	1,147	5,870	9,854	43,418	1,490	1,067	625	12,709	2,241	763	5,819	8,408	749	26,714	139,022	1.1
Lada	590	13,599	2,658	1,309	15,390	21,910	11,172	3,971	2,419	285	7,198	1,445	0	1,790	577	2,616	30,728	117,657	0.9
Suzuki	5,946	4,319	366	773	1,282	1,034	27,641	1,563	9,545	105	18,449	394	95	3,769	4,909	1,303	5,705	87,198	0.7
Saab	372	1,625	636	127	6,094	2,878	6,051	0	4,515	302	1,522	918	201	27,083	2,123	979	10,681	66,107	0.5
Subaru	3,081	3,070	364	691	1,986	0	14,031	307	1,006	200	4,952	1,262	165	1,766	12,972	75	4,977	50,905	0.4
Daihatsu	2,162	2,843	1,283	785	434	0	11,946	27	884	137	7,715	301	0	1,298	1,857	12	3,838	35,522	0.3
Skoda	8	1,708	1,849	65	2,318	620	2,086	2,002	2,635	18	2,211	156	0	44	0	2,118	15,798	33,636	0.3
Jaguar	157	624	28	68	0	1,305	2,291	0	804	76	486	37	30	190	797	453	14,504	21,850	0.2
Porsche	297	432	5	11	0	1,412	7,216	2	625	60	136	1	35	267	820	1,165	3,032	15,516	0.1
FSO	0	573	206	300	0	1,841	0	0	0	4	0	0	0	0	0	0	5,827	8,751	0.1
Proton	0	0	0	189	0	0	0	336	0	0	0	0	0	0	0	0	0	525	0.0
Isuzu	259	219	5	615	0	0	7,827	130	223	0	0	73	0	518	1,620	8	3,454	14,951	0.1
Others	848	3,003	546	650	2,205	4,854	8,998	3,489	21,634	196	6,724	66	454	417	1,427	1,426	22,925	79,592	0.6
Totals	**253,072**	**427,172**	**88,603**	**60,788**	**173,519**	**2,217,149**	**2,807,939**	**57,666**	**2,184,324**	**30,722**	**482,422**	**67,822**	**213,063**	**343,963**	**321,366**	**1,046,454**	**2,215,574**	**12,991,618**	**100.0**
Japanese	**83,887**	**89,535**	**29,098**	**26,773**	**71,755**	**65,992**	**425,761**	**22,428**	**19,890**	**4,077**	**133,839**	**26,666**	**9,378**	**87,824**	**108,332**	**9,124**	**252,667**	**1,459,026**	**11.2**

SOURCE: AID Ltd.; reuse or republication is prohibited.

SALES/REGISTRATIONS

Light duty truck shares

Market share based on 1988 calendar year sales.



Light-duty truck sales reach 4.80 million

	1988	1987
Vans	187,710	184,413
Aerostar	184,578	159,149
Club Wagon	27,818	27,300
Ranger	298,579	305,295
Bronco	55,124	51,782
Bronco II	124,109	120,905
Pickups	582,192	550,125
Ford	**1,460,110**	**1,398,969**
Vans	121,691	114,835
Sportsvan	12,336	11,979
Geo Tracker	2,145	0
Astro	156,833	148,205
S-10	248,768	224,807
S-10 Blazer	184,500	153,064
El Camino	420	13,743
Blazer	27,180	30,859
Suburban	66,897	57,962
Pickups	515,637	418,221
Chevrolet	**1,336,407**	**1,173,675**
Vans	59,341	64,265
Ram Wagon	25,693	30,505
Voyager	192,273	140,799
Caravan	210,918	153,192
Mini Ram Van	19,222	13,851
Ram 50	53,283	65,593
Raider	7,861	19,539
Ramcharger	19,309	23,667
Dakota	93,396	99,045
Pickups	82,013	97,670
Chrysler	**763,309**	**708,126**
Vans	45,249	38,565
Safari	33,168	32,232
S-15	52,575	49,191
S-15 Jimmy	44,533	38,841
Jimmy	7,620	8,598
Caballero	60	1,705
Suburban	22,744	19,110
Pickups	141,329	115,839
P Model	4,145	5,602
W-4	1,576	1,534
GMC	**352,999**	**311,217**
Wrangler	42,076	30,663
Wagoneer	9,138	12,305
Cherokee	149,566	112,005
Grand Wagoneer	14,482	14,079
Comanche	37,971	38,061
J-10/J-20	221	1,327
Jeep	**253,454**	**208,440**
Toyota	247,077	303,783
Nissan	169,591	216,514
Mazda	93,287	123,699
Isuzu	90,405	86,990
Mitsubishi	43,516	51,862
Suzuki	57,064	81,349
Subaru	10	1,274
Range Rover	3,427	2,586
Imports	**704,377**	**868,057**
Industry Total	**4,807,656**	**4,668,483**

NOTE: *—Nissan includes domestic units built in Tennessee.

Compiled by Automotive News.

1988 North American heavy truck engine sales climb 10.95%

	Total 1988	Total 1987
Cummins	87,869	81,535
CAT	45,491	41,680
Mack	26,222	23,226
Detroit Diesel	6,046	5,285
Navistar	5,563	3,760
Volvo/GM	282	328
Others	5,246	3,831
Total	**177,119**	**159,645**

SOURCE: MVMA

1988 U.S. truck sales set a record; top 5-million mark for first time

	6,000 & less GVW Class 1	6,001-10,000 GVW Class 2	*10,001-14,000 GVW Class 3	14,001-16,000 GVW Class 4	16,001-19,500 GVW Class 5	19,501-26,000 GVW Class 6	26,001-33,000 GVW Class 7	33,001-& over GVW Class 8	Total 1988	Total 1987	Percent of change
DODGE	465,550	101,683	3,803						571,036	567,326	+ 0.65
PLYMOUTH	192,273								192,273	140,799	+ 36.56
JEEP	238,751	14,703							253,454	208,440	+ 21.60
TOYOTA	247,077								247,077	303,783	– 18.67
NISSAN	169,591								169,591	216,514	– 21.67
MAZDA	93,287								93,287	123,699	– 24.59
ISUZU	90,405								90,405	86,990	+ 3.93
MITSUBISHI	43,516								43,516	51,862	– 16.09
SUZUKI	57,064								57,064	81,349	– 29.85
SUBARU	10								10	1,274	– 99.22
RANGE ROVER	3,427								3,427	2,596	+ 32.01
FORD	770,909	671,480		19,698		10,833	35,437	14,858	1,523,215	1,453,225	+ 4.82
FREIGHTLINER								24,164	24,164	23,350	+ 3.49
CHEVROLET	921,698	413,942	767		249	8,093	9,469	273	1,354,491	1,191,848	+ 13.65
GMC	220,130	131,293	1,576		5,347	11,366	15,372	1,090	386,174	353,016	+ 9.39
KENWORTH							504	16,700	17,204	14,225	+ 20.94
MACK						2,078	2,807	21,846	26,731	23,564	+ 13.44
MERCEDES						1,124	1,882		3,006	3,828	– 21.47
NAVISTAR				273	304	18,142	32,382	33,808	84,909	73,305	+ 15.83
PETERBILT							547	16,154	16,701	12,779	+ 30.69
VOLVO GM							1,452	17,089	18,541	12,513	+ 48.17
HINO			6		603	482	1,032		2,123	2,004	+ 5.94
NISSAN DIESEL			69		739	287	948		2,043	1,711	+ 19.40
ISUZU TRUCK			4,785	505	137	774	486		6,687	5,668	+ 17.98
MITSUBISHI FUSO			1,624		530	234	613		3,001	1,726	+ 73.87
SCANIA								163	163	149	+ 9.40
IVECO			1,598	705	359	154			2,816	2,729	+ 3.19
WESTERN STAR								1,440	1,440	1,436	+ 0.28
OTHER DOMESTICS						32	111	776	919	1,232	– 25.41
Grand Total	**3,513,688**	**1,333,101**	**14,228**	**21,181**	**8,268**	**53,599**	**103,042**	**148,381**	**5,195,468**	**4,962,940**	**+ 4.69**
1987 Total	**3,485,516**	**1,175,000**	**14,000**	**2,129**	**8,185**	**44,282**	**102,883**	**131,158**			

*Note: Class 1-3 sales based on manufacturer reports to Automotive News. Class 4-8 sales based on manufacturer reports to the Motor Vehicle Manufacturers Association.
Ford and General Motors sell domestically built light trucks in Class 3, but do not break them out. They are included in the companies' Class 2 sales. Figures reported for Class 3 for these companies are imported vehicles, Isuzu-built units in the case of GMC and Chevrolet.

SALES/REGISTRATIONS

Domestic car sales surge ahead 6.28 percent in calendar 1988

Sales and rankings, 1988 vs. 1987 by model and month

	January	February	March	April	May	June	July	August	September	October	November	December	Total 1988	1988 Position	Total 1987	1987 Position
Alliance	764	944	739	543	450	256	111	114	497	0	0	0	4,418	79	25,094	59
Eagle	421	281	208	149	333	0	0	0	0	0	0	0	1,392	83	4,240	79
Premier	1,543	1,812	3,020	3,393	4,249	4,471	3,805	3,347	4,046	4,248	3,862	3,076	40,872	53	192	82
Total Eagle	2,728	3,037	3,967	4,085	5,032	4,727	3,916	3,461	4,543	4,248	3,862	3,076	46,682	0	29,526	0
Horizon	3,077	3,500	5,109	5,012	5,155	5,953	7,137	8,651	5,756	4,863	3,687	3,242	61,142	45	46,460	48
Sundance	4,688	6,162	7,481	7,208	7,627	10,013	9,047	7,697	6,489	7,859	7,570	7,377	89,218	37	75,883	69
Turismo	167	175	176	150	447	0	0	0	0	0	0	0	1,115	84	16,991	65
Reliant	8,824	14,395	13,501	10,701	10,085	8,191	6,429	7,024	7,867	9,567	7,157	6,117	109,858	25	105,919	26
Acclaim	0	0	0	0	0	0	0	0	0	0	1,587	1,921	3,508	81	0	0
Caravelle	2,011	2,001	2,151	1,482	1,526	1,116	542	650	601	431	228	164	12,903	71	36,077	54
Gran Fury	756	1,135	1,086	1,394	1,328	1,885	1,454	745	852	806	993	881	13,315	70	7,782	74
Total Plymouth	19,523	27,368	29,504	25,947	26,168	27,158	24,609	24,767	21,565	23,526	21,222	19,702	291,059	0	289,112	0
Laser	0	0	0	0	0	0	0	0	0	0	0	0	0	0	4,308	78
LeBaron K	2,062	2,436	3,262	2,674	2,179	1,725	1,626	1,703	1,233	679	313	221	20,113	65	54,746	46
LeBaron J	6,108	11,177	12,989	8,495	8,859	9,303	8,470	7,530	5,911	6,173	7,155	7,663	99,833	32	87,802	31
LeBaron GTS	1,558	1,303	1,624	1,485	1,399	1,427	1,344	1,624	1,371	910	547	577	15,169	66	30,939	56
Fifth Avenue	5,092	6,454	6,659	4,010	2,355	1,828	1,359	1,483	1,660	1,856	1,670	1,541	35,967	54	58,270	45
New Yorker C	3,040	4,373	5,511	5,178	7,080	9,342	6,806	6,630	8,357	8,156	7,810	11,339	83,622	40	8,581	73
New Yorker E	2,284	6,255	3,247	1,557	764	63	95	69	47	86	48	35	14,550	68	50,479	47
Total Chrysler	20,144	31,998	33,292	23,399	22,636	23,688	19,700	19,039	18,579	17,860	17,543	21,376	269,254	0	295,125	0
Omni	2,688	3,050	4,948	4,876	5,159	6,178	6,999	7,938	5,685	4,787	3,812	3,544	59,664	46	37,726	53
Shadow	5,909	7,833	7,787	7,803	8,945	9,546	8,090	7,156	5,922	8,382	6,675	7,042	91,090	36	77,086	35
Charger	136	159	207	147	373	0	0	0	0	0	0	0	1,022	85	18,032	63
Daytona	5,320	5,134	7,943	7,076	7,399	8,016	6,877	6,030	4,902	4,670	4,407	4,197	72,171	44	41,776	51
Aries	8,108	11,181	11,380	10,678	9,075	7,871	5,918	6,478	6,504	10,199	8,087	7,010	102,489	29	99,039	29
Lancer	980	979	1,127	850	912	907	888	1,013	851	784	396	345	10,032	74	22,422	60
Spirit	0	0	0	0	0	0	0	0	0	0	792	3,158	3,950	80	0	0
Diplomat	1,060	1,408	2,347	2,933	2,426	2,053	1,369	1,305	1,672	1,350	1,054	1,437	20,414	64	34,656	71
Dynasty	2,579	4,832	9,397	5,940	6,840	8,309	5,255	4,588	7,449	7,877	8,491	11,455	83,012	41	6,419	75
Dodge 600	1,904	1,840	1,694	1,436	1,455	1,075	533	591	471	490	267	187	11,943	72	33,019	55
Total Dodge	28,684	36,416	46,830	41,739	42,584	43,955	35,929	35,099	33,456	38,739	33,981	38,375	455,787	0	348,294	0
CHRYSLER MOTORS	**71,079**	**98,819**	**113,593**	**95,170**	**96,420**	**99,528**	**84,154**	**82,366**	**78,143**	**84,373**	**76,608**	**82,529**	**1,062,782**	**0**	**962,057**	**0**
Escort	28,296	29,026	34,737	28,643	32,781	38,588	33,817	34,962	33,760	33,884	27,582	31,739	387,815	1	392,360	1
Mustang	11,959	15,233	22,155	17,617	17,015	15,451	11,941	11,511	10,749	12,701	11,001	12,747	170,080	11	172,602	12
Tempo	22,421	24,665	25,164	22,671	25,000	27,167	23,780	24,193	21,635	25,041	19,794	23,610	285,141	5	219,296	7
Taurus	29,935	32,521	39,445	32,836	39,436	36,800	30,016	25,912	20,016	28,145	28,021	31,544	374,627	3	354,971	2
Thunderbird	10,568	10,396	12,973	10,811	12,351	11,333	10,575	10,288	8,067	6,072	4,197	10,235	117,866	20	132,623	17
Probe	0	0	2,401	3,354	6,192	6,890	7,447	8,812	10,551	11,596	10,720	9,800	77,763	42	0	0
Crown Victoria	8,871	9,317	12,685	9,816	11,233	12,182	8,596	7,760	7,623	9,513	7,992	8,624	114,212	23	118,034	21
Total Ford Div.	112,050	121,158	149,560	125,748	144,008	148,411	126,172	123,438	112,401	126,952	109,307	128,299	1,527,504	0	1,389,886	0
Lynx/Tracer	5,203	5,278	5,230	5,224	4,880	5,241	4,859	4,875	5,494	4,687	4,117	3,833	58,921	47	68,938	39
Topaz	6,203	6,590	7,579	7,423	7,560	9,302	8,314	7,950	7,508	8,258	7,607	8,429	92,723	35	63,200	43
Sable	8,935	10,778	11,456	10,861	12,377	12,486	10,097	9,510	7,048	8,112	8,281	9,277	119,218	19	104,518	27
Cougar	7,940	8,892	11,994	10,225	10,474	10,263	10,076	9,890	7,212	4,436	2,438	7,121	100,961	31	110,722	24
Grand Marquis	7,767	8,963	11,906	10,336	10,377	11,671	9,383	8,477	8,836	10,340	8,535	7,794	114,385	22	116,482	23
Total Mercury	36,048	40,501	48,165	44,069	45,668	48,963	42,729	40,702	36,098	35,833	30,978	36,454	486,208	0	463,860	0
Continental	2,368	3,190	4,942	3,585	3,710	3,767	1,988	3,164	4,018	4,769	5,609	6,314	47,424	51	12,909	70
Lincoln	7,973	10,252	11,614	10,853	11,444	12,252	8,923	9,111	10,568	10,100	8,198	10,386	121,674	18	126,009	18
Mark VII	1,593	1,777	2,354	1,920	1,785	1,846	1,520	1,608	1,886	2,249	2,057	1,931	22,526	62	27,119	57
Total Lincoln	11,934	15,219	18,910	16,358	16,939	17,865	12,431	13,883	16,472	17,118	15,864	18,631	191,624	0	166,037	0
Total L-M Division	47,982	55,720	67,075	60,427	62,607	66,828	55,160	54,585	52,570	52,951	46,842	55,085	677,832	0	629,897	0
FORD MOTOR CO.	**160,032**	**176,878**	**216,635**	**186,175**	**206,615**	**215,239**	**181,332**	**178,023**	**164,971**	**179,903**	**156,149**	**183,384**	**2,205,336**	**0**	**2,019,783**	**0**
Skyhawk	2,758	3,302	2,575	2,752	2,392	1,795	1,344	1,771	2,018	1,975	1,643	1,731	26,056	58	38,651	52
Skylark/Somerset	4,564	5,981	4,841	3,808	6,336	6,500	5,858	5,525	3,851	3,589	3,539	3,954	58,346	50	67,078	40
Century	9,347	10,946	9,872	8,358	10,243	10,407	9,550	12,374	13,343	12,512	12,155	12,887	131,994	15	147,797	14
Regal	8,714	10,172	11,203	9,627	11,637	11,774	8,686	11,206	12,227	9,776	9,044	8,805	122,871	17	63,853	41
LeSabre	11,943	15,554	15,996	11,520	12,341	11,877	8,521	9,996	10,978	10,708	10,155	11,851	141,440	14	141,126	15
Reatta	134	141	242	308	363	446	323	380	422	635	555	565	4,514	78	0	0
Electra	8,699	7,801	7,005	4,755	6,093	7,483	6,670	8,644	7,934	6,813	6,240	6,316	84,453	39	82,719	33
Riviera	1,033	1,064	862	788	718	722	488	455	769	1,438	1,578	1,835	11,750	73	16,187	68
Total Buick	47,192	54,961	52,596	41,916	50,123	51,004	41,440	50,351	51,542	47,446	44,909	47,944	581,424	0	557,411	0
Cimarron	534	578	743	659	693	490	569	484	383	286	243	222	5,884	77	12,295	72
Allante	233	243	333	325	320	338	371	250	223	161	145	123	3,065	82	2,517	80
Seville	1,275	1,816	1,605	2,281	1,836	1,798	2,178	1,571	1,648	1,900	2,361	2,170	22,439	63	21,515	61
Deville	11,512	12,022	14,496	14,796	14,734	9,792	12,696	12,498	12,667	13,961	15,307	15,810	160,291	12	-	-
Brougham	2,638	2,549	4,364	4,080	3,832	2,922	3,723	4,499	4,747	3,120	3,523	3,673	43,670	52	-	-
Eldorado	1,547	1,673	3,058	2,983	2,692	2,395	3,210	3,000	2,744	2,460	2,708	2,729	31,199	56	21,470	62
Total Cadillac	17,739	18,881	24,599	25,124	24,107	17,735	22,747	22,302	22,412	21,888	24,287	24,727	266,548	0	261,284	0
Chevette	50	52	43	16	17	13	14	0	0	0	0	0	205	86	16,967	66
Geo Prizm/Nova	5,095	15,434	12,928	11,568	8,834	8,147	6,398	7,920	8,421	5,031	2,710	4,382	96,868	34	134,956	16
Cavalier	20,083	23,588	27,676	25,126	29,065	31,317	27,621	25,417	20,522	24,396	22,390	29,066	306,267	4	307,028	3
Camaro	5,230	7,127	10,565	9,640	10,408	10,085	8,041	7,797	5,822	7,542	9,642	9,766	101,665	30	117,324	22
Celebrity	19,762	27,212	24,314	21,896	23,287	22,033	18,126	17,727	18,593	17,679	20,742	21,490	252,861	6	306,480	4
Corsica/Beretta	23,490	39,598	38,032	36,427	40,591	44,376	37,787	28,040	19,086	22,888	22,700	27,286	380,301	2	214,074	8
Monte Carlo	3,477	3,771	4,432	3,536	3,366	2,981	2,152	1,744	1,192	920	527	642	28,740	57	63,577	42
Chevrolet	10,973	13,170	16,277	13,795	18,014	17,669	15,163	12,349	11,123	15,180	14,147	15,133	172,993	10	177,344	11
Corvette	1,500	2,046	2,642	2,446	2,483	2,427	1,784	1,741	1,382	1,735	1,568	1,527	23,281	61	25,437	58
Total Chevrolet	89,660	131,998	136,909	124,450	136,065	139,048	117,086	102,735	86,141	95,371	94,426	109,292	1,363,181	0	1,363,187	0
Firenza	1,363	2,028	831	910	1,054	460	434	437	425	273	175	758	9,148	75	17,626	64
Calais	7,512	9,162	9,162	8,214	9,666	11,116	9,880	9,351	7,736	7,513	8,371	8,434	106,117	27	101,861	28
Cutlass Ciera	18,712	20,904	19,835	18,347	19,392	22,669	21,741	23,688	22,313	18,206	15,716	15,863	237,386	8	244,607	5
Cutlass Supreme	6,728	8,863	10,867	8,818	8,985	10,059	8,811	9,834	12,268	10,300	10,204	10,442	116,179	21	92,779	30
Olds 88	15,176	14,858	16,885	14,623	15,892	17,385	9,545	9,136	10,646	12,395	11,569	10,095	158,205	13	168,853	13
Olds 98	6,995	6,631	7,353	5,628	5,692	5,752	6,524	6,444	5,783	5,377	5,623	5,546	73,348	43	72,001	38
Toronado	1,059	1,395	1,455	1,688	1,419	1,882	1,251	1,165	971	967	767	868	14,887	67	16,667	67
Total Oldsmobile	57,545	63,841	66,388	58,228	62,100	69,323	58,186	60,055	60,142	55,031	52,425	52,006	715,270	0	714,394	0
Fiero	2,228	3,111	2,529	2,107	3,096	2,618	1,906	2,026	1,984	1,183	535	798	24,121	60	41,830	50
Pontiac 1000	51	49	13	5	36	0	0	0	0	0	0	0	154	87	4,826	77
Sunbird	5,998	7,007	7,438	7,137	8,598	8,922	5,804	5,985	6,851	8,027	6,523	7,283	85,573	38	79,014	34
Firebird	3,586	5,036	6,948	6,155	5,852	6,055	4,388	4,539	3,821	4,233	3,768	4,112	58,493	49	73,190	37
Grand Am	17,639	20,543	22,022	20,676	21,726	25,154	15,461	14,396	16,003	19,100	16,236	23,054	232,010	9	211,192	9
Pontiac 6000	8,806	7,804	8,173	9,545	9,543	11,518	6,227	6,482	7,010	7,556	7,701	7,561	97,926	33	120,373	19
Grand Prix	1,774	5,983	9,479	9,445	8,763	9,087	9,096	9,054	12,030	9,595	8,778	9,416	102,500	28	5,623	76
Bonneville	10,749	12,011	9,584	9,315	11,191	11,961	5,524	5,578	7,507	8,173	7,696	8,406	107,695	26	109,330	25
Paris./Safari	673	692	595	568	696	580	452	553	579	494	382	383	6,647	76	13,884	69
Total Pontiac	51,504	62,236	66,781	64,953	69,501	75,895	48,858	48,613	55,785	58,361	51,619	61,013	715,119	0	659,262	0
GENERAL MOTORS	**263,640**	**331,917**	**347,273**	**314,671**	**341,896**	**353,005**	**288,317**	**284,056**	**276,022**	**278,097**	**267,666**	**294,982**	**3,641,542**	**0**	**3,555,538**	**0**
Civic	5,540	6,565	8,773	8,688	9,604	9,175	11,668	13,677	11,703	13,299	14,873	14,016	127,581	16	86,533	32
Accord	16,831	21,039	27,418	25,172	25,197	20,874	17,457	19,809	18,694	19,414	18,728	17,411	248,044	7	230,085	6
HONDA	**22,371**	**27,604**	**36,191**	**33,860**	**34,801**	**30,049**	**29,125**	**33,486**	**30,397**	**32,713**	**33,601**	**31,427**	**375,625**	**0**	**316,618**	**0**
MAZDA	**1,342**	**1,826**	**2,814**	**2,295**	**2,819**	**2,909**	**3,023**	**3,232**	**2,780**	**3,153**	**2,561**	**2,577**	**31,331**	**55**	**1,671**	**81**
NISSAN	**5,114**	**4,723**	**7,784**	**10,649**	**9,772**	**11,915**	**10,161**	**13,794**	**18,046**	**5,618**	**6,667**	**7,882**	**112,125**	**24**	**119,678**	**20**
Corolla	4,461	3,315	5,162	4,115	5,100	5,418	6,434	5,069	6,176	3,078	3,743	6,508	58,579	48	44,853	49
Camry	0	0	0	0	0	0	0	0	0	2,880	5,054	5,841	13,775	69	0	0
TOYOTA	**4,461**	**3,315**	**5,162**	**4,115**	**5,100**	**5,418**	**6,434**	**5,069**	**6,176**	**5,958**	**8,797**	**12,349**	**72,354**	**0**	**44,853**	**0**
VOLKSWAGEN*	**3,186**	**3,977**	**4,286**	**4,625**	**4,564**	**4,301**	**0**	**0**	**0**	**0**	**0**	**0**	**24,939**	**59**	**61,064**	**44**
Total Sales	**531,225**	**649,059**	**733,738**	**651,560**	**701,987**	**722,364**	**602,546**	**600,026**	**576,535**	**589,815**	**552,049**	**615,130**	**7,526,034**	**0**	**7,081,262**	**0**

*U.S.-built Volkswagen models sold after June 30, 1988 are included in import totals.

Compiled by Automotive News.

SALES/REGISTRATIONS

1988 U.S. imported-car sales slip 2.64 percent

	January	February	March	April	May	June	July	August	September	October	November	December	Total 1988	Total 1987
ACURA	**9,037**	**8,988**	**10,470**	**10,600**	**10,818**	**11,390**	**11,064**	**12,448**	**13,417**	**10,101**	**10,075**	**9,830**	**128,238**	**109,470**
Integra	4,112	3,779	5,033	4,440	5,088	5,677	5,521	6,106	6,047	3,933	3,928	3,804	57,468	54,757
Legend	4,925	5,209	5,437	6,160	5,730	5,713	5,543	6,342	7,370	6,168	6,147	6,026	70,770	54,713
ALFA ROMEO	**241**	**522**	**545**	**577**	**338**	**485**	**339**	**386**	**230**	**222**	**232**	**359**	**4,476**	**6,320**
Milano	116	322	292	325	127	195	147	190	120	119	126	249	2,328	2,925
Spider	125	200	253	252	211	290	192	196	110	103	106	110	2,148	3,395
ASTON-MARTIN	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**65**	**54**
AUDI	**1,439**	**1,992**	**1,843**	**2,073**	**1,964**	**2,422**	**1,648**	**3,220**	**1,734**	**1,947**	**1,355**	**1,306**	**22,943**	**41,322**
4000S	40	38	31	20	31	17	10	13	9	1	6	2	218	9,043
4000CS Quattro	20	19	11	4	6	3	2	7	3	1	1	0	77	2,929
5000S	281	384	328	658	935	1,031	640	624	207	132	59	54	5,333	19,193
5000CS Turbo	89	88	66	105	150	176	83	75	21	32	10	11	906	3,604
5000CS Turbo Quattro	239	95	77	121	114	192	72	42	24	26	8	7	1,017	3,245
80	370	697	625	597	338	452	401	763	404	450	286	319	5,702	550
90	348	634	651	545	367	522	334	907	454	591	356	397	6,106	768
100/200	0	0	0	0	0	0	71	580	436	524	452	366	2,429	0
100/200 Quattro	0	0	0	0	0	0	23	191	162	182	175	144	877	0
Coupe GT	52	37	54	23	23	29	12	18	14	8	2	6	278	1,990
BERTONE	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**325**	**845**
BMW	**4,596**	**5,763**	**6,403**	**6,129**	**5,742**	**6,153**	**5,913**	**6,563**	**6,024**	**6,262**	**6,642**	**7,169**	**73,359**	**87,839**
3 Series	2,711	3,287	3,579	3,631	3,013	3,121	2,538	3,119	2,706	2,785	2,800	3,381	36,671	57,775
5 Series	865	1,224	1,221	1,101	1,369	1,249	1,631	1,711	1,811	1,895	2,288	2,264	18,629	15,980
635 CSi	63	115	169	164	188	178	192	214	188	141	132	119	1,863	1,944
7-Series	782	914	1,179	1,005	937	1,318	1,338	1,253	1,077	1,210	1,176	1,119	13,308	10,028
M3	129	140	165	166	159	180	125	166	121	102	112	110	1,675	1,121
M5	25	33	34	23	27	52	40	34	57	79		68	547	403
M6	21	50	56	39	49	55	49	66	64	50	59	108	666	588
CHEVROLET	**9,707**	**11,300**	**10,111**	**8,855**	**11,096**	**13,278**	**10,493**	**11,078**	**8,546**	**6,852**	**6,107**	**9,012**	**116,435**	**137,211**
Spectrum	5,536	6,487	6,250	5,652	7,416	9,393	6,135	6,022	4,259	3,209	2,733	5,255	68,347	76,852
Sprint	4,171	4,813	3,861	3,203	3,680	3,885	4,358	5,056	4,287	3,643	3,374	3,757	48,088	60,359
CHRYSLER MOTORS	**9,954**	**13,400**	**12,555**	**10,313**	**11,505**	**11,664**	**8,800**	**11,161**	**10,500**	**10,191**	**9,481**	**8,988**	**128,512**	**120,337**
Colt	5,473	8,284	8,270	7,399	8,027	7,656	5,706	7,009	6,289	5,592	5,261	4,919	79,885	79,367
Conquest	549	893	963	797	1,154	1,323	1,001	762	730	691	518	492	9,873	11,590
Medallion	2,655	2,244	1,624	671	696	678	459	900	1,233	1,571	1,214	767	14,712	13,991
Summit	0	0	0	0	0	0	0	573	702	704	1,099	1,525	4,603	0
Vista	1,277	1,979	1,698	1,446	1,628	2,007	1,634	1,917	1,546	1,633	1,389	1,285	19,439	29,380
DAIHATSU	**1,023**	**760**	**804**	**753**	**921**	**1,012**	**1,120**	**1,152**	**1,021**	**1,017**	**1,054**	**823**	**11,460**	**0**
FERRARI	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**1,054**
FORD Festiva	**5,088**	**6,080**	**6,894**	**5,461**	**5,659**	**6,087**	**5,854**	**6,575**	**5,768**	**4,799**	**5,164**	**5,738**	**69,167**	**26,750**
HONDA	**22,461**	**18,812**	**18,567**	**19,702**	**19,841**	**21,889**	**23,978**	**20,602**	**22,079**	**23,972**	**20,221**	**33,008**	**265,132**	**312,218**
Civic/CRX	10,650	10,340	12,353	9,602	9,134	7,976	6,595	6,536	6,574	5,096	5,173	7,933	97,962	134,719
Accord	7,122	3,299	2,352	7,365	7,080	8,928	12,548	12,224	10,117	13,032	10,916	19,646	114,629	104,791
Prelude	4,689	5,173	3,862	2,735	3,627	4,985	4,835	1,842	5,388	5,844	4,132	5,429	52,541	72,708
HYUNDAI	**22,324**	**22,536**	**26,166**	**25,157**	**24,269**	**28,041**	**18,160**	**25,119**	**17,194**	**16,232**	**17,732**	**21,352**	**264,282**	**263,610**
ISUZU	**1,561**	**1,448**	**1,675**	**1,744**	**2,379**	**2,788**	**2,590**	**3,197**	**2,478**	**1,539**	**1,599**	**1,522**	**24,520**	**39,587**
I-Mark	1,034	841	1,189	1,299	1,628	1,587	1,687	2,248	1,885	1,257	1,360	1,295	17,310	32,300
Impulse	527	607	486	445	751	1,201	903	949	593	282	239	227	7,210	7,287
JAGUAR	**1,168**	**1,400**	**1,854**	**1,758**	**1,809**	**1,908**	**1,539**	**1,645**	**1,832**	**1,849**	**1,925**	**2,040**	**20,727**	**22,919**
XJ6	907	1,046	1,411	1,288	1,375	1,445	1,208	1,211	1,385	1,440	1,599	1,629	15,944	17,539
XJS	261	354	443	470	434	463	331	434	447	409	326	411	4,783	5,380
LAMBORGHINI	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**150**	**124**
LOTUS	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**323**	**170**
MASERATI	**50**	**95**	**104**	**98**	**83**	**80**	**50**	**30**	**59**	**42**	**25**	**17**	**733**	**920**
MAZDA	**17,995**	**18,413**	**22,430**	**16,818**	**20,263**	**20,227**	**19,078**	**20,863**	**18,322**	**15,408**	**14,121**	**15,064**	**219,002**	**206,354**
323	7,653	7,362	9,394	6,751	7,860	7,997	7,821	8,803	7,756	6,967	5,848	6,610	90,822	76,212
626	4,835	5,272	6,583	4,745	6,041	6,400	6,189	6,473	5,636	5,124	4,573	4,483	66,354	74,439
MX-6	1,503	1,360	1,243	731	653	445	359	602	618	13	273	231	8,031	10,445
929	1,783	1,972	2,352	2,056	2,484	2,520	2,383	2,667	2,407	1,849	1,784	1,724	25,981	6,913
RX-7	2,221	2,447	2,858	2,535	3,225	2,865	2,326	2,318	1,905	1,455	1,643	2,016	27,814	38,345
MPV	0	0	0	0	0	0	0	9	105	997	2,002	2,604	5,717	0
MERCEDES-BENZ	**5,809**	**5,790**	**7,603**	**8,341**	**8,269**	**8,154**	**6,880**	**6,799**	**6,160**	**6,671**	**6,504**	**6,647**	**83,627**	**89,918**
190	904	968	1,367	1,731	1,832	2,200	1,854	1,650	1,323	701	1,049	1,161	16,740	17,545
260E	454	413	695	806	779	615	467	454	384	405	371	427	6,270	6,160
300	1,629	1,635	2,021	2,208	2,058	1,976	1,498	1,459	1,589	1,876	1,686	1,530	21,165	23,456
300 SE	0	0	38	346	611	636	605	656	426	596	683	734	5,331	0
300SDL Turbo	59	8	9	2	7	2	1	1	0	1	0	0	90	6,035
300SEL	532	587	759	593	528	364	240	224	180	210	280	329	4,826	906
420SEL	761	783	926	897	769	564	512	627	585	712	686	678	8,500	14,945
560SEL	524	420	478	449	417	450	411	443	422	580	599	636	5,829	6,346
560SL	757	826	1,132	1,147	1,085	1,127	993	1,004	926	1,168	851	828	11,844	11,825
560SEC	165	130	154	129	120	127	118	118	95	158	172	166	1,652	1,785
Tourist	24	20	24	33	63	93	181	163	230	264	127	158	1,380	915
MERKUR	**729**	**774**	**764**	**947**	**1,365**	**1,825**	**1,978**	**1,756**	**1,634**	**1,928**	**779**	**782**	**15,261**	**14,301**
XR4Ti	415	471	400	456	403	422	470	477	542	858	498	333	5,745	9,123
Scorpio	314	303	364	491	962	1,403	1,508	1,279	1,092	1,070	281	449	9,516	5,178
MITSUBISHI	**5,280**	**5,203**	**5,790**	**6,054**	**6,415**	**6,298**	**5,940**	**7,606**	**6,687**	**4,827**	**4,492**	**5,483**	**70,075**	**67,954**
Starion	195	251	321	462	329	237	171	319	357	124	96	154	3,016	5,084
Cordia	451	433	490	765	716	486	293	740	746	229	160	410	5,919	4,499
Tredia	92	111	80	93	24	15	19	21	11	4	5	2	477	4,972
Mirage	994	899	962	1,143	778	1,001	1,298	1,606	1,070	790	734	722	11,997	15,185
Galant	910	837	850	1,505	2,424	2,375	2,132	2,368	2,012	1,865	1,599	1,748	20,625	10,856
Precis	2,257	2,092	2,518	1,481	1,570	1,621	1,504	1,736	1,754	1,405	1,578	2,197	21,713	20,658
Van/Wagon	381	580	569	605	574	563	523	816	737	410	320	250	6,328	6,700
NISSAN	**27,801**	**24,826**	**39,536**	**31,197**	**29,752**	**35,324**	**27,246**	**29,986**	**29,347**	**20,803**	**33,744**	**31,183**	**360,745**	**405,996**
Sentra	10,520	10,882	17,813	13,408	10,500	10,545	10,686	12,015	13,059	5,832	11,318	8,406	134,984	121,139
Pulsar	3,052	3,252	4,322	3,788	5,892	6,566	4,220	4,119	3,120	1,752	3,023	1,211	44,317	62,175
Stanza	4,860	3,140	8,410	6,774	1,924	2,017	2,417	3,033	4,586	3,377	3,820	2,310	46,668	64,745
Maxima	5,687	4,490	4,837	4,136	7,993	9,596	5,413	6,565	4,003	3,929	9,030	8,772	74,451	94,092
200SX/240SX	1,383	1,062	1,195	1,028	1,623	3,821	2,726	2,843	2,847	3,224	5,531	4,617	31,900	30,196
300ZX	2,124	1,727	2,175	1,876	1,670	2,123	1,561	1,220	1,564	1,300	1,022	995	19,357	33,649
Hawaii	175	273	784	187	150	656	223	191	168	1,389	0	4,872	9,068	0
PEUGEOT	**353**	**331**	**563**	**712**	**755**	**768**	**534**	**573**	**505**	**582**	**544**	**492**	**6,712**	**9,422**
Retail	348	326	558	702	752	764	522	568	502	574	540	486	6,642	9,320
Tourist	5	5	5	10	3	4	12	5	3	8	4	6	70	102
PONTIAC LeMans	**3,579**	**3,574**	**6,843**	**6,717**	**6,237**	**5,484**	**3,727**	**4,642**	**5,252**	**6,039**	**5,442**	**6,501**	**64,037**	**35,564**
PORSCHE	**1,137**	**1,417**	**1,872**	**1,523**	**1,304**	**1,554**	**1,336**	**1,247**	**1,071**	**1,033**	**1,016**	**1,227**	**15,737**	**23,632**
924S	115	166	263	122	139	497	303	371	78	54	85	128	2,321	2,975
944	293	361	468	366	301	267	274	216	318	293	228	337	3,722	6,336
944S	40	60	87	33	23	26	23	28	52	50	35	87	544	1,875
944 Turbo	120	206	251	185	138	125	120	112	147	136	127	213	1,880	2,588
911 Coupe	237	268	349	372	291	233	253	217	190	216	184	152	2,962	4,157
911 Turbo	91	90	86	114	113	119	84	78	70	73	109	77	1,104	1,541
911 Cabriolet	121	132	239	198	187	162	156	130	130	101	134	87	1,777	2,192
928S	120	134	129	133	112	125	123	95	86	110	114	146	1,427	1,968
ROLLS-ROYCE	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**N.A.**	**1,214**	**1,208**
SAAB	**2,719**	**3,076**	**3,996**	**2,807**	**3,107**	**3,636**	**3,012**	**4,019**	**2,983**	**2,843**	**3,088**	**2,700**	**37,986**	**45,106**
900	525	535	536	553	566	565	56	717	590	485	508	453	6,089	9,838
900S	715	797	950	811	883	959	985	1,122	803	686	667	604	9,982	14,350
900 Turbo	573	688	851	779	745	906	899	1,087	726	684	740	653	9,331	9,120
9000S	280	293	446	185	244	258	308	376	312	328	314	251	3,596	4,198
9000 Turbo	589	752	1,195	459	534	585	635	677	513	643	856	724	8,262	6,858

SALES/REGISTRATIONS

	January	February	March	April	May	June	July	August	September	October	November	December	Total 1988	Total 1987
Tourist	37	11	18	20	35	362	129	40	39	17	3	15	726	742
STERLING	**951**	**1,166**	**937**	**546**	**632**	**715**	**705**	**930**	**910**	**600**	**425**	**382**	**8,899**	**14,171**
SUBARU	**9,957**	**12,590**	**13,951**	**11,535**	**12,691**	**15,000**	**11,471**	**14,515**	**14,710**	**15,194**	**11,583**	**12,747**	**155,944**	**175,864**
Hatchback	633	518	603	590	436	442	349	422	349	329	330	326	5,327	8,377
3-Door	476	570	691	719	784	1,034	558	939	1,075	1,034	589	636	9,105	14,541
4-Door Sedan	1,380	2,337	2,564	2,254	2,327	4,304	2,684	2,776	3,325	4,031	2,658	3,757	34,397	39,397
XT/XT6	828	1,020	1,396	1,274	1,507	1,195	1,132	1,595	1,243	1,218	860	809	14,077	17,901
Station Wagon	4,133	5,385	5,324	4,798	5,656	6,224	5,249	6,420	6,643	6,672	4,519	4,702	65,725	82,408
Justy	2,507	2,760	3,373	1,900	1,981	1,801	1,499	2,363	2,075	1,910	2,627	2,517	27,313	13,240
SUZUKI	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**16**	**228**	**280**	**524**	**0**
TOYOTA	**42,129**	**42,187**	**42,734**	**43,605**	**57,917**	**54,906**	**59,602**	**58,466**	**46,282**	**57,797**	**53,897**	**57,007**	**616,529**	**583,809**
Corolla	11,106	11,142	9,963	10,220	15,327	13,945	15,700	14,238	10,245	16,169	14,618	15,425	158,098	119,447
Tercel	6,230	6,422	6,003	6,987	8,997	7,947	9,986	9,746	8,485	11,318	10,667	11,867	104,655	100,590
Celica	4,425	4,499	5,662	5,041	6,544	6,350	6,462	6,568	5,387	5,096	5,362	4,935	66,331	79,333
Supra	1,525	1,751	1,962	1,437	2,449	1,597	1,490	1,615	1,256	1,486	1,597	1,431	19,596	29,907
Camry	14,612	13,935	13,417	15,746	19,933	20,503	21,166	21,641	17,099	19,580	17,318	18,415	213,365	186,633
Cressida	919	1,058	1,140	919	853	972	950	1,067	986	1,298	1,833	2,200	14,195	21,968
Land Cruiser	551	597	925	642	685	479	564	302	225	314	293	447	6,024	5,008
Van	501	577	684	387	448	469	400	392	268	399	400	416	5,341	12,892
4 Runner SR 5	1,499	1,353	1,933	1,549	1,972	1,947	2,223	2,240	1,755	1,489	1,427	1,493	20,880	3,635
MR2	761	853	1,045	677	709	697	661	657	576	648	382	378	8,044	15,847
VOLKSWAGEN*	**11,086**	**12,764**	**12,567**	**11,922**	**12,906**	**11,945**	**11,831**	**14,272**	**12,703**	**12,637**	**9,109**	**10,115**	**143,857**	**130,641**
Cabriolet	704	1,127	1,393	1,368	1,212	1,372	1,230	1,376	1,554	463	423	569	12,791	13,563
Jetta	4,399	5,726	5,520	5,381	4,448	4,963	3,471	4,186	2,902	3,436	3,092	3,508	51,032	0
Golf/GTI	0	0	0	0	0	0	1999	2267	1824	1627	1600	1584	10,901	52,553
Vanagon	509	570	569	482	471	494	494	407	307	299	390	424	5,416	10,656
Quantum	255	259	242	225	219	215	289	376	328	230	191	202	3,031	6,722
Scirocco	256	314	291	244	237	248	357	476	504	314	249	264	3,754	6,971
Fox	4,963	4,768	4,552	4,222	6,319	4,653	3,991	5,184	5,284	6,268	3,164	3,564	56,932	40,176
VOLVO	**8,669**	**7,161**	**8,293**	**7,976**	**8,369**	**9,153**	**8,769**	**9,625**	**8,664**	**8,080**	**8,134**	**5,604**	**98,497**	**106,539**
240 Series	3,715	2,873	3,055	2,996	3,144	3,471	3,376	4,001	3,286	3,722	3,532	2,426	39,597	49,107
740 Series	3,914	3,388	4,214	4,010	4,106	4,307	3,973	3,944	2,853	3,631	3,913	2,629	44,882	41,360
760 Series	919	747	879	780	885	1,058	1,199	1,408	2,140	604	584	485	11,688	14,109
780	102	106	101	136	143	201	137	190	343	91	80	51	1,681	511
Tourist	19	47	44	54	91	116	84	82	42	32	25	13	649	1,452
YUGO	**2,615**	**2,744**	**3,563**	**3,100**	**2,510**	**2,013**	**3,448**	**3,504**	**2,510**	**2,006**	**2,002**	**1,531**	**31,546**	**48,812**
Import Total	**229,458**	**235,112**	**269,433**	**247,020**	**268,916**	**284,199**	**257,105**	**281,979**	**248,622**	**241,489**	**236,720**	**258,909**	**3,061,039**	**3,144,042**

*Volkswagen has reported sales of U.S.-built Golf and GTi models as imports after June 30, 1988

Compiled by Automotive News

Domestic sales

Sales of U.S. new cars

1969	8,464,375
1970	7,115,537
1971	8,676,284
1972	9,321,502
1973	9,669,689
1974	7,448,921
1975	7,050,120
1976	8,606,573
1977	9,104,454
1978	9,307,998
1979	8,315,622
1980	6,578,275
1981	6,206,296
1982	5,756,660
1983	6,795,302
1984	7,951,517
1985	8,204,721
1986	8,214,662
1987	7,081,262
1988	7,526,034

Import sales, 20 years

U.S. sales of import cars

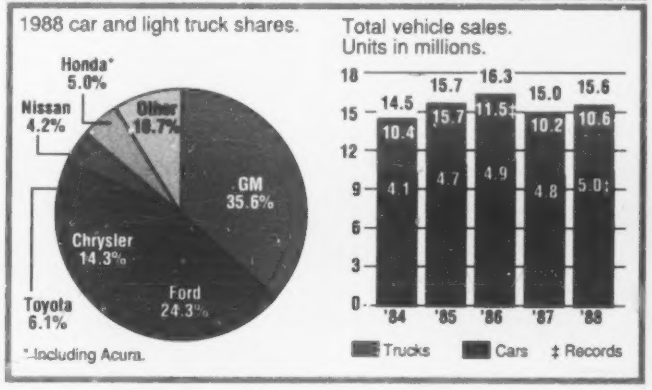
1969	1,117,700
1970	1,287,520
1971	1,565,500
1972	1,621,900
1973	1,776,900
1974	1,403,035
1975	1,577,000
1976	1,493,000
1977	2,071,100
1978	2,000,500
1979	2,327,932
1980	2,396,934
1981	2,326,376
1982	2,221,517
1983	2,385,734
1984	2,441,713
1985	2,841,063
1986	3,239,043
1987	3,144,042
1988	3,061,039

Total U.S. sales

Domestics and Imports

1969	9,655,519
1970	8,403,057
1971	10,241,784
1972	10,943,402
1973	11,446,589
1974	8,851,956
1975	8,627,120
1976	10,099,573
1977	11,175,554
1978	11,308,498
1979	10,643,554
1980	8,975,209
1981	8,532,672
1982	7,978,177
1983	9,181,036
1984	10,393,230
1985	11,045,784
1986	11,453,705
1987	10,225,304
1988	10,587,073

1988 sales at a glance



1988 sales by marketing units

	Jan. 1988	Feb. 1988	Mar. 1988	Apr. 1988	May 1988	June 1988	July 1988	Aug. 1988	Sept. 1988	Oct. 1988	Nov. 1988	Dec. 1988	1988 Car Sales	Percent Share
Alfa Romeo	241	522	545	577	338	485	339	386	230	222	232	359	4,476	0.04
American Honda	53,869	55,404	65,228	64,162	65,460	63,328	64,167	66,536	65,893	66,786	63,897	74,265	768,995	7.26
BMW	4,596	5,763	6,403	6,129	5,742	6,153	5,913	6,563	6,024	6,262	6,642	7,169	73,359	0.69
Buick	47,192	54,961	52,596	41,916	50,123	51,004	41,440	50,351	51,542	47,446	44,909	47,944	581,424	5.49
Cadillac	17,739	18,881	24,599	25,124	24,107	17,735	22,747	22,302	22,412	21,888	24,287	24,727	266,548	2.52
Chevrolet	99,367	143,298	147,020	133,305	147,161	152,326	127,579	113,813	94,687	102,223	100,533	118,304	1,479,616	13.98
Chrysler	20,693	32,891	34,255	24,196	23,790	25,011	20,701	19,801	19,309	18,551	18,061	21,868	279,127	2.64
Daihatsu	1,023	760	804	753	921	1,012	1,120	1,152	1,021	1,017	1,054	823	11,460	0.11
Dodge	32,177	41,825	52,107	46,474	47,563	48,994	39,818	39,755	37,761	42,597	37,452	41,785	508,306	4.80
Eagle	5,383	5,281	5,591	4,756	5,728	5,405	4,375	4,934	6,478	6,523	6,175	5,368	65,997	0.62
Ford	117,138	127,238	156,454	131,209	149,667	154,498	132,026	130,013	118,169	131,751	114,471	134,037	1,596,671	15.08
Hyundai	22,324	22,536	26,166	25,157	24,269	28,041	18,160	25,119	17,194	16,232	17,732	21,352	264,282	2.50
Isuzu	1,561	1,448	1,675	1,744	2,379	2,788	2,590	3,197	2,478	1,539	1,599	1,522	24,520	0.23
Jaguar	1,168	1,400	1,854	1,758	1,809	1,908	1,539	1,645	1,832	1,849	1,925	2,040	20,727	0.20
Lincoln	11,934	15,219	18,910	16,358	16,939	17,865	12,431	13,883	16,472	17,118	15,864	18,631	191,624	1.81
Maserati	50	95	104	98	83	80	50	30	59	42	25	17	733	0.01
Mazda	19,337	20,239	25,244	19,113	23,082	23,136	22,101	24,095	21,102	18,561	16,682	17,641	250,333	2.36
Mercedes	5,809	5,790	7,603	8,341	8,269	8,154	6,880	6,799	6,160	6,671	6,504	6,647	83,627	0.70
Mercury	36,777	41,275	48,929	45,016	47,033	50,788	44,707	42,458	37,732	37,761	31,757	37,236	501,469	4.74
Mitsubishi	5,280	5,203	5,790	6,054	6,415	6,298	5,940	7,606	6,687	4,827	4,492	5,483	70,075	0.66
Nissan	32,915	29,549	47,320	41,846	39,524	47,239	37,407	43,780	47,393	26,421	40,411	39,065	472,870	4.47
Oldsmobile	57,545	63,841	66,388	58,228	62,100	69,323	58,186	60,055	60,142	55,031	52,425	52,006	715,270	6.76
Peugeot	353	331	563	712	755	768	534	573	505	582	544	492	6,712	0.06
Plymouth	22,780	32,222	34,195	30,057	30,644	31,782	28,060	29,037	25,095	26,893	24,401	22,496	337,862	3.19
Pontiac	55,083	65,810	73,624	71,670	75,738	81,379	52,585	53,255	61,037	64,400	57,061	67,514	779,156	7.36
Porsche	1,137	1,417	1,872	1,523	1,304	1,554	1,336	1,247	1,071	1,033	1,016	1,227	15,737	0.15
Saab	2,719	3,076	3,996	2,807	3,107	3,636	3,012	4,019	2,983	2,843	3,088	2,700	37,986	0.36
Sterling	951	1,166	937	546	632	715	705	930	910	600	425	382	8,899	0.08
Subaru	9,957	12,590	13,951	11,535	12,691	15,000	11,471	14,515	14,710	15,194	11,583	12,747	155,944	1.47
Suzuki	0	0	0	0	0	0	0	0	0	16	228	280	524	0.00
Toyota	46,590	45,502	47,896	47,720	63,017	60,324	66,036	63,535	52,458	63,755	62,694	69,356	688,883	6.51
Volvo	8,669	7,161	8,293	7,976	8,369	9,153	8,769	9,625	8,664	8,080	8,134	5,604	98,497	0.93
VWoA	15,711	18,733	18,696	18,620	19,434	18,668	13,479	17,492	14,437	14,584	10,464	11,421	191,739	1.81
Yugo	2,615	2,744	3,563	3,100	2,510	2,013	3,448	3,504	2,510	2,006	2,002	1,531	31,546	0.32
TOTAL	**760,683**	**884,171**	**1,003,171**	**898,580**	**970,903**	**1,006,563**	**859,651**	**882,005**	**825,157**	**831,304**	**788,769**	**874,040**	**10,584,994**	**100.00**
TOTAL GM	**276,926**	**346,791**	**364,227**	**330,243**	**359,229**	**371,767**	**302,537**	**299,776**	**289,820**	**290,988**	**279,215**	**310,496**	**3,822,014**	**36.11**
TOTAL FORD	**165,849**	**183,732**	**224,293**	**192,583**	**213,639**	**223,151**	**189,164**	**186,354**	**172,373**	**186,630**	**162,092**	**189,904**	**2,289,764**	**21.63**
TOTAL CHRYSLER	**81,033**	**112,219**	**126,148**	**105,483**	**107,925**	**111,192**	**92,954**	**93,527**	**88,643**	**94,564**	**86,089**	**91,517**	**1,191,292**	**11.25**
TOTAL JAPANESE	**170,532**	**170,695**	**207,908**	**192,927**	**213,489**	**219,125**	**210,832**	**224,416**	**211,742**	**198,116**	**202,640**	**221,182**	**2,443,604**	**23.09**
TOTAL EUROPEAN	**44,019**	**48,198**	**54,429**	**52,187**	**52,352**	**53,287**	**46,004**	**52,813**	**45,385**	**44,774**	**41,001**	**39,589**	**574,038**	**5.42**
TOTAL KOREAN	**22,324**	**22,536**	**26,166**	**25,157**	**24,269**	**28,041**	**18,160**	**25,119**	**17,194**	**16,232**	**17,732**	**21,352**	**264,282**	**2.50**

SALES/REGISTRATIONS

Top 10 passenger cars in selected countries in 1988

AUSTRALIA

1. Ford Falcon/Fairmont	69,382
2. Holden Commodore/Calais	57,648
3. Mitsubishi Magna	40,518
4. Toyota Camry	31,103
5. Ford Laser	28,031
6. Toyota Corolla	23,586
7. Nissan Pulsar	16,039
8. Holden Camira	14,702
9. Nissan Pintara	11,615
10. Nissan Skyline	10,778

BRAZIL

1. VW Golf	100,177
2. GM Monza	70,575
3. Ford Escort	69,291
4. GM Chevette	49,270
5. VW Voyage	38,597
6. Fiat Uno	37,606
7. VW Santana	32,985
8. VW Parati	27,678
9. Ford Del Ray	23,000
10. GM Opala	22,638

CANADA

1. Ford Tempo	50,808
2. Chevrolet Cavalier	48,736
3. Mercury Topaz	35,828
4. Honda Civic	31,014
5. Chevrolet Corsia/Beretta	29,920
6. Pontiac 6000	29,319
7. Honda Accord	29,186
8. Pontiac Sunbird	27,114
9. Chevrolet Celebrity	26,514
10. Hyundai Excel	26,203

FRANCE

1. Renault RS	241,849
2. Peugeot 205	230,617
3. Renault R21	155,171
4. Peugeot 405	138,700
5. Citroen AX	129,315
6. Citroen BX	109,353
7. Peugeot 309	98,228
8. VW Golf/Jetta	87,105
9. Renault R9/R11	75,166
10. Fiat Uno	66,863

ITALY

1. Fiat Uno	374,850
2. Fiat Tipo	217,410
3. Fiat Panda	212,640
4. Lancia Y10	110,990
5. VW Golf/Jetta	104,760
6. Renault R5	84,050
7. Peugeot 205	65,000
8. Opel Kadett	44,500
9. Audi 80/90	43,570
10. Seat Ibiza	42,670

JAPAN

1. Toyota Corolla	281,768
2. Toyota Mark II	183,199
3. Toyota Crown	174,554
4. Toyota Carina	168,763
5. Nissan Sunny	158,152
6. Toyota Corona	149,676
7. Nissan Bluebird	134,574
8. Honda Civic	134,019
9. Toyota Sprinter	120,485
10. Toyota Starlet	86,636

MEXICO

1. Nissan Tsuru	60,247
2. VW Beetle	19,348
3. Ford Topaz	19,116
4. VW Golf	16,988
5. Chrysler Shadow	15,005
6. Chrysler Dart	14,406
7. Chrysler Volare	13,159
8. VW Jetta	12,293
9. Chevrolet Cutlass	9,152
10. Ford Taurus	6,855

NETHERLANDS

1. Opel Kadett	38,530
2. VW Golf/Jetta	26,728
3. Ford Escort	19,920
4. Peugeot 205	15,846
5. Ford Sierra	15,117
6. Citroen BX	14,950
7. Nissan Sunny	13,760
8. Toyota Corolla	13,698
9. Audi 80/90	11,261
10. Opel Corsa	10,907

SPAIN

1. Opel Kadett	79,240
2. Renault R9/R11	68,865
3. Seat Ibiza	66,933
4. Renault R5	65,341
5. Opel Corsa	59,744
6. Renault R21	54,504
7. Peugeot 205	53,588
8. Citroen AX	53,114
9. Ford Orion	44,251
10. Peugeot 309	43,870

SWITZERLAND

1. VW Golf/Jetta	22,894
2. Opel Kadett	15,032
3. Toyota Corolla	14,503
4. Peugeot 205	8,365
5. Fiat Uno	7,998
6. BMW 3-Series	7,912
7. Ford Sierra	7,841
8. Audi 80/90	7,323
9. Ford Escort	7,030
10. Opel Ascona	6,419

UNITED KINGDOM

1. Ford Escort	172,706
2. Ford Sierra	162,684
3. Ford Fiesta	144,991
4. Rover Metro	116,811
5. Opel Ascona	113,263
6. Opel Kadett	98,086
7. Ford Orion	67,713
8. VW Golf/Jetta	58,996
9. Opel Corsa	56,937
10. Peugeot	54,147

UNITED STATES

1. Ford Escort	387,815
2. Chevrolet Corsica/Beretta	380,301
3. Ford Taurus	374,627
4. Honda Accord	362,663
5. Chevrolet Cavalier	306,267
6. Ford Tempo	285,141
7. Hyundai	264,282
8. Chevrolet Celebrity	252,861
9. Nissan Sentra	249,523
10. Oldsmobile Cutlass Ciera	237,386

WEST GERMANY

1. Opel Kadett	226,487
2. Mercedes W124	171,276
3. Audi 80/90	136,500
4. VW Passat	121,485
5. Mercedes 190	96,667
6. Ford Escort	84,862
7. Ford Sierra	80,427
8. VW Polo	77,347
9. Ford Fiesta	71,396
10. Opel Ascona	51,508

Compiled by Automotive News from various sources, including AID Ltd.
European numbers are registrations; all others are sales.

U.S. new car registrations over 25 years

Year	Rambler	*American Motors	Plymouth	Dodge	**Eagle	Chrysler	Imperial	Chrysler Motors	Ford Div.	Mercury	Lincoln
1963—	428,346	428,346	426,332	379,026	—	114,062	15,266	934,686	1,559,108	288,884	31,517
1964—	379,412	379,412	492,775	462,551	—	137,029	21,157	1,113,512	1,749,014	311,574	36,897
1965—	324,669	324,669	624,779	521,783	—	202,559	17,214	1,366,335	1,998,385	331,367	42,363
1966—	—	265,712	598,160	543,560	—	230,182	14,609	1,386,511	1,991,520	308,049	49,324
1967—	—	237,785	627,173	491,919	—	206,399	15,901	1,341,392	1,520,711	295,511	35,218
1968—	—	259,346	709,823	581,476	—	220,786	15,778	1,527,863	1,803,271	367,515	57,486
1969—	—	239,937	658,987	538,381	—	211,727	18,860	1,427,955	1,880,384	352,137	58,835
1970—	—	254,327	681,760	504,097	—	153,168	10,753	1,349,778	1,848,669	310,375	56,654
1971—	—	245,805	687,115	545,785	—	156,195	12,089	1,401,184	1,913,033	384,152	66,092
1972—	—	301,973	709,884	562,985	—	178,951	14,321	1,466,141	2,058,676	396,186	94,434
1973—	—	392,102	748,699	587,937	—	163,075	12,809	1,512,520	2,137,123	413,677	116,115
1974—	—	329,431	597,276	462,872	—	107,802	12,252	1,180,202	1,756,811	330,513	84,693
1975—	—	307,618	404,408	344,697	—	212,809	4,764	966,678	1,481,169	332,173	91,496
1976—	—	247,032	526,957	460,647	—	271,061	411	1,259,076	1,665,619	408,121	115,801
1977—	—	182,539	436,027	448,128	—	303,480	—	1,187,635	1,791,414	489,160	172,853
1978—	—	157,797	394,534	427,946	—	189,631	—	1,112,111	1,769,077	560,299	178,873
1979—	—	156,926	323,225	367,387	—	243,842	—	934,454	1,475,178	498,326	128,262
1980—	—	150,878	236,522	250,556	—	138,385	—	625,463	1,046,887	326,361	72,740
1961—	—	133,455	335,691	311,824	—	87,165	4,940	739,620	975,312	340,868	61,775
1982—	—	108,706	243,519	252,183	—	169,275	2,603	667,580	889,470	316,293	87,820
1983—	—	190,797	258,684	307,633	—	254,175	1,264	820,492	1,034,732	395,041	97,206
1984—	—	188,752	281,897	359,722	—	321,303	—	962,922	1,286,004	520,868	144,548
1985—	—	128,318	324,257	425,755	—	371,292	—	1,121,304	1,364,829	515,895	164,295
1986—	—	72,008	351,543	441,694	—	351,741	—	1,143,103	1,364,434	477,874	169,805
1987—	—	44,526*	344,656	408,333	44,740	297,401	—	1,095,130	1,421,299	464,382	167,290
1988—	—	—	333,224	496,416	62,030	283,848	—	1,175,518	1,577,815	481,396	190,506

	Ford Motor Co.	Buick	Cadillac	Chevrolet	Oldsmobile	Pontiac	General Motors	Studebaker-Packard	Imports	Misc. Domestics	Total
1963—	1,879,509	454,237	159,233	2,161,653	474,786	606,791	3,866,700	64,570	385,624	7,282	7,556,717
1964—	2,097,485	481,043	151,638	2,124,905	513,134	687,902	3,958,622	27,073	484,131	5,915	8,065,150
1965—	2,372,388	608,620	189,661	2,424,358	608,930	831,448	4,663,017	12,042	569,415	6,046	9,313,912
1966—	2,348,893	569,131	196,498	2,158,811	580,550	830,856	4,335,846	—	658,123	7,636	9,008,488
1967—	1,851,440	565,313	209,546	1,978,758	551,274	834,146	4,139,037	—	779,220	8,440	8,357,421
1968—	2,228,272	627,159	205,593	2,060,249	624,262	877,382	4,394,645	—	985,767	7,969	9,403,862
1969—	2,291,356	677,319	243,905	2,060,202	642,889	759,605	4,419,920	—	1,061,617	5,739	9,446,524
1970—	2,215,698	493,207	165,042	1,668,288	461,732	544,715	3,332,984	—	1,230,961	4,456	8,388,204
1971—	2,363,277	726,542	253,002	2,195,345	666,958	680,097	4,521,944	—	1,293,743	4,673	9,830,626
1972—	2,549,296	646,526	257,795	2,289,407	729,153	712,775	4,635,656	—	1,529,402	5,326	10,487,794
1973—	2,666,915	696,333	285,709	2,455,063	808,889	807,546	5,053,540	—	1,719,913	6,002	11,350,995
1974—	2,172,017	428,194	219,993	1,973,706	519,082	504,081	3,645,056	—	1,369,148	5,240	8,701,094
1975—	1,904,838	489,290	256,135	1,749,877	604,882	478,142	3,578,326	—	1,500,928	3,452	8,261,840
1976—	2,189,541	700,778	293,716	2,035,858	867,485	706,460	4,604,297	—	1,446,637	4,902	9,751,485
1977—	2,453,427	735,396	325,724	2,205,566	953,875	800,230	5,020,791	—	1,976,512	5,330	10,926,234
1978—	2,508,249	762,532	335,053	2,294,990	967,896	857,083	5,217,554	—	1,946,094	4,299	10,946,104
1979—	2,101,766	687,182	307,897	2,106,404	931,836	774,525	4,807,844	—	2,351,053	4,652	10,356,695
1980—	1,445,988	707,544	212,557	1,725,874	807,000	612,794	4,065,769	—	2,469,180	3,659	8,760,937
1981—	1,377,955	718,304	224,458	1,437,091	830,892	546,936	3,757,681	—	2,431,680	3,528	8,443,919
1982—	1,293,583	713,671	240,197	1,222,624	775,702	461,149	3,413,343	—	2,268,631	2,499	7,754,342
1983—	1,526,979	818,256	291,552	1,310,503	971,229	536,404	3,927,944	—	2,457,357	617	8,924,186
1984—	1,951,420	919,904	310,257	1,546,098	1,038,774	685,361	4,501,394	—	2,523,974	267	10,128,729
1985—	2,045,019	851,031	301,228	1,577,349	1,067,881	785,098	4,582,587	—	3,011,132	248	10,888,608
1986—	2,012,113	757,328	300,090	1,367,002	1,044,444	829,650	4,624,746	—	3,444,190	77	11,139,842
1987—	2,066,470	557,095	258,991	1,496,074	717,262	698,143	3,727,565	—	3,276,415	80	10,165,660
1988—	2,262,002	578,652	259,772	1,469,632	708,449	759,594	3,776,101	—	3,266,154	156	10,479,931

NOTES: 1986 data has been changed because of revisions in Massachusetts' registrations. Manufacturers' sales records were used to compile Oklahoma's numbers in 1986.
*—American Motors was acquired by Chrysler Corp. in 1987. **—Eagle is part of Chrysler Motors.

SOURCE: R.L. Polk & Co.

SALES/REGISTRATIONS

U.S. new-car inventories over 10 years

(Compiled by Automotive News)

	Unit Count	Days' Supply
1979		
January 1	1,729,221	67
February 1	1,872,697	76
March 1	1,957,340	69
April 1	1,974,082	62
May 1	1,913,597	62
June 1	2,033,997	66
July 1	2,152,834	80
August 1	2,026,315	73
September 1	1,752,661	67
October 1	1,751,694	70
November 1	1,743,012	65
December 1	1,767,097	73
1980		
January 1	1,661,718	75
February 1	1,598,548	71
March 1	1,610,544	68
April 1	1,567,187	61
May 1	1,584,804	76
June 1	1,597,866	83
July 1	1,627,857	80
August 1	1,506,681	72
September 1	1,336,595	69
October 1	1,373,383	71
November 1	1,389,549	56
December 1	1,439,998	65
1981		
January 1	1,448,450	80
February 1	1,421,023	78
March 1	1,334,919	59
April 1	1,216,068	44
May 1	1,348,836	66
June 1	1,471,656	70
July 1	1,664,871	83
August 1	1,675,193	87
September 1	1,485,692	64
October 1	1,426,922	69
November 1	1,480,768	81
December 1	1,491,078	83
1982		
January 1	1,471,053	107
February 1	1,431,983	97
March 1	1,325,073	70
April 1	1,246,648	58
May 1	1,260,633	66
June 1	1,212,727	52
July 1	1,364,214	78
August 1	1,377,130	83
September 1	1,379,434	88
October 1	1,350,366	69
November 1	1,295,704	69
December 1	1,164,338	52
1983		
January 1	1,125,989	65
February 1	1,180,291	71
March 1	1,248,384	68
April 1	1,235,313	55
May 1	1,193,296	53
June 1	1,194,510	47
July 1	1,209,000	47
August 1	1,102,103	48
September 1	1,108,570	55
October 1	1,195,755	55
November 1	1,224,092	48
December 1	1,307,756	55
1984		
January 1	1,357,995	63
February 1	1,477,399	63
March 1	1,537,290	59
April 1	1,579,155	56
May 1	1,541,985	53
June 1	1,467,214	47
July 1	1,445,799	52
August 1	1,297,864	47
September 1	1,277,484	57
October 1	1,266,201	54
November 1	1,296,182	51
December 1	1,405,417	58
1985		
January 1	1,417,164	63
February 1	1,565,456	65
March 1	1,603,527	59
April 1	1,572,998	53
May 1	1,615,026	52
June 1	1,546,188	50
July 1	1,576,762	58
August 1	1,579,595	65
September 1	1,413,483	51
October 1	1,242,071	36
November 1	1,433,567	65
December 1	1,605,832	78
1986		
January 1	1,629,649	73
February 1	1,767,086	72
March 1	1,867,265	73
April 1	1,906,998	76
May 1	1,945,048	70
June 1	1,866,853	62
July 1	1,859,576	63
August 1	1,725,524	69
September 1	1,557,291	63
October 1	1,291,280	35
November 1	1,412,637	68
December 1	1,531,295	71
1987		
January 1	1,506,557	58
February 1	1,734,299	105
March 1	1,869,591	81
April 1	1,945,438	74
May 1	1,912,132	72
June 1	1,910,805	77
July 1	1,900,096	75
August 1	1,657,974	71
September 1	1,436,835	57
October 1	1,396,454	57
November 1	1,558,931	80
December 1	1,686,501	83
1988		
January 1	1,682,600	79
February 1	1,676,858	79
March 1	1,608,461	62
April 1	1,574,529	58
May 1	1,571,272	63
June 1	1,597,668	57
July 1	1,663,109	60
August 1	1,406,740	58
September 1	1,315,919	59
October 1	1,385,938	60
November 1	1,487,638	66
December 1	1,611,631	73
1989		
January 1	1,58[illegible]	67
February 1	1,724[illegible]	85
March 1	1,796,[illegible]	78
April 1	1,822,224	77

Imported new-car inventories—7 years

(Compiled by Automotive News)

	Unit Count	Days' Supply
1983		
January 1	380,316	54
February 1	355,603	49
March 1	316,745	41
April	287,408	35
May 1	294,703	40
June 1	275,411	33
July 1	251,787	28
August 1	227,819	27
September 1	195,418	25
October 1	200,939	30
November 1	217,965	29
December 1	224,290	29
1984		
January 1	223,527	30
February 1	205,337	26
March 1	207,683	28
April 1	212,315	27
May 1	221,547	32
June 1	213,780	23
July 1	216,815	25
August 1	197,688	24
September 1	184,513	24
October 1	179,171	24
November 1	186,567	24
December 1	232,152	27
1985		
January 1	259,033	33
February 1	262,990	33
March 1	250,216	31
April 1	221,179	29
May 1	262,444	34
June 1	297,000	29
July 1	310,221	31
August 1	291,871	29
September 1	293,268	31
October 1	280,248	29
November 1	276,006	28
December 1	304,079	31
1986		
January 1	338,315	28
February 1	329,798	36
March 1	333,893	37
April 1	338,084	37
May 1	346,487	38
June 1	387,911	37
July 1	400,106	40
August 1	443,244	40
September 1	437,297	41
October 1	391,724	36
November 1	425,608	42
December 1	455,303	41
1987		
January 1	473,165	38
February 1	471,547	62
March 1	531,520	58
April 1	539,759	57
May 1	567,879	61
June 1	606,583	58
July 1	650,508	60
August 1	628,337	54
September 1	606,500	51
October 1	547,966	48
November 1	565,743	56
December 1	583,128	57
1988		
January 1	677,306	61
February 1	661,940	72
March 1	702,748	75
April 1	670,608	67
May 1	689,099	73
June 1	676,481	63
July 1	634,143	58
August 1	631,517	61
September 1	606,740	58
October 1	582,350	59
November 1	603,043	65
December 1	627,074	66
1989		
January 1	664,909	65
February 1	682,152	82
March 1	720,056	87
April 1	713,783	79

Canadian new vehicle registrations edge up; trucks climb 10.60%

	Cars	Trucks	Total
1953	362,409	101,252	463,661
1954	307,651	69,955	377,606
1955	381,782	73,689	455,471
1956	404,604	85,692	490,296
1957	391,661	76,782	468,443
1958	381,591	66,034	447,625
1959	427,274	74,824	502,098
1960	450,840	73,682	524,522
1961	440,377	74,738	515,115
1962	501,030	81,495	582,525
1963	541,942	90,608	632,550
1964	607,503	104,175	711,678
1965	686,828	115,660	802,488
1966	683,639	128,506	812,145
1967	667,814	130,964	798,778
1968	737,605	142,201	879,806
1969	756,015	153,277	909,292
1970	636,206	129,359	765,565
1971	745,026	138,876	883,902
1972	812,753	180,748	993,501
1973	935,533	234,683	1,170,216
1974	901,097	287,619	1,188,716
1975	839,942	265,015	1,104,957
1976	898,253	305,606	1,203,859
1977	953,078	333,551	1,286,629
1978	958,414	349,294	1,307,708
1979	998,004	382,074	1,380,078
1980	948,967	335,827	1,284,794
1981	891,558	281,536	1,173,094
1982	727,097	204,794	931,891
1983	830,457	223,917	1,054,374
1984	914,679	292,273	1,206,952
1985	1,146,251	393,396	1,539,647
1986*	1,065,143	406,905	1,472,048
1987	1,028,501	450,014	1,478,515
1988	1,043,127	500,502	1,543,629

NOTE: *—Quebec figures are incomplete.

SOURCE: R.L. Polk & Co.

World passenger car population climbs to over 403 million

Numbers are based on sales and attrition rates and do not necessarily reflect official governments' figures. Figures for countries such as Cuba and North Korea, were unavailable.

Country	1989
Afghanistan	30,100
Algeria	777,300
Angola	115,600
Argentina	4,153,800
Australia	7,044,100
Austria	2,723,800
Bahamas	75,400
Bahrain	108,200
Bangladesh	50,500
Barbados	36,200
Belgium & Luxembourg	3,586,900
Belize	1,500
Benin	21,600
Bermuda	26,300
Bolivia	32,900
Botswana	16,200
Brazil	11,376,500
Brunei	74,900
Bulgaria	1,209,400
Burkina Faso (Upper Volta)	9,900
Burma	26,100
Burundi	8,100
Cameroon	95,600
Canada	11,774,200
Central African Republic	11,100
Chile	507,300
China	482,100
Colombia	598,600
Congo Republic	28,100
Costa Rica	77,100
Cyprus	141,800
Czechoslovakia	2,808,500
Denmark	1,605,400
Dominican Republic	112,900
Ecuador	80,600
Egypt	412,900
El Salvador	50,800
Ethiopia	43,700
Fiji Islands	31,800
Finland	1,750,400
France	22,209,300
French Guiana	25,100
French Polynesia	38,800
Germany, East	3,465,900
Germany, West	28,519,600
Ghana	55,700
Gibraltar	12,200
Greece	1,405,700
Guadeloupe	77,500
Guam	154,600
Guatemala	95,000
Guyana	27,800
Haiti	34,100
Honduras	26,400
Hong Kong	163,900
Hungary	1,540,800
Iceland	119,200
India	1,556,300
Indonesia	1,062,300
Iran	1,760,300
Iraq	276,300
Ireland	697,000
Israel	741,900
Italy	23,452,700
Ivory Coast	176,800
Jamaica	91,000
Japan	30,300,200
Jordan	153,200
Kenya	125,500
Korea, Republic of	805,900
Kuwait	619,700
Lebanon	491,100
Liberia	4,900
Libya	413,100
Madagascar	45,100
Malawi	15,500
Malaysia	1,316,500
Mali	20,800
Malta	87,000
Martinique	82,000
Mauritania	8,500
Mauritius	32,800
Mexico	5,508,800
Morocco	453,800
Mozambique	79,200
Netherlands	5,135,700
Netherlands Antilles	72,600
New Caledonia	49,100
New Zealand	1,636,500
Nicaragua	29,200
Niger	16,500
Nigeria	852,000
Norway	1,709,200
Oman	137,900
Pakistan	442,500
Panama	169,200
Papua New Guinea	30,900
Paraguary	70,000
Peru	407,000
Philippines	307,100
Poland	4,024,400
Portugal	1,280,000
Puerto Rico	1,237,300
Qatar	93,000
Reunion	144,600
Romania	241,000
Samoa (American)	5,600
Saudi Arabia	1,492,100
Senegambia	97,600
Sierra Leone	22,200
Singapore	268,900
South Africa	3,220,300
Spain	10,317,900
Sri Lanka	154,600
Sudan	34,100
Surinam	29;100
Swaziland	15,200
Sweden	3,380,200
Switzerland	2,809,000
Syria	104,700
Taiwan	1,262,600
Tanzania	42,000
Thailand	516,800
Togo	26,000
Trinidad & Tobago	283,800
Tunisia	190,100
Turkey	1,203,600
U.S.S.R.	12,761,800
Uganda	30,600
United Arab Emirates	289,600
United Kingdom	21,628,800
United States	139,478,900
Uruguay	159,300
Vanuata	3,900
Venezuela	1,688,900
Virgin Islands (U.S.)	58,100
Yeman, North	21,100
Yeman, South	11,200
Yugoslavia	3,099,800
Zaire	94,600
Zambia	94,200
Zimbabwe	173,400
WORLD TOTAL	403,627,100

Source: Strategy Support Associates

Top 5 countries

Car census totals shown in millions.

United States	139.4
Japan	30.3
West Germany	28.5
Italy	23.5
France	22.2

SALES/REGISTRATIONS

New-car registrations in the United States in 1988 (10,479,931) topped 1987 (10,165,66) by 3.09 percent, or more than 314,000 units.

Registrations of U.S.-built cars climbed 332,008 units, or 5.16 percent, to 6,770,103 units in 1988 compared to 6,438,095 in 1987.

Import-car registrations slipped a fraction of a percentage point (0.31 percent), or 17,737 units, in taking 35.40 percent of the 1988 total market.

The U.S. Big 3 captive imports' share of registrations grew by 66,001 units, or 17.47 percent, in 1988. Captive imports accounted for 11.96 percent of the import-car registration total last year. Other import car registrations declined 10,261 units to 3,266,154 in 1988 compared to 3,276,415 in 1987.

Record years for car registrations

1973	11,350,995
1986	11,139,842
1978	10,946,104
1985	10,888,608
1977	10,826,234
1972	10,487,794
1988	10,479,931
1979	10,356,695
1984	10,128,729
1987	10,122,154
1971	9,830,626
1976	9,751,485
1969	9,446,524
1968	9,403,862
1965	9,313,912
1966	9,008,488
1983	8,924,186
1980	8,760,937
1974	8,701,094
1981	8,443,919
1970	8,388,204
1967	8,357,421
1975	8,261,840
1964	8,065,150
1982	7,754,342
1963	7,556,717
1955	7,169,908
1962	6,938,863
1960	6,576,650
1950	6,326,438
1959	6,041,275
1957	5,982,342

U.S. new-car registrations rise by over 314,000 in 1988

(Based on R.L. Polk & Co. Statistical Report)

	1988	1987
Chrysler Conquest*	9,647	11,233
Laser		4,792
Imperial		
LeBaron/LeBaron GTS	35,418	81,564
LeBaron SW	2,626	4,825
LeBaron Coupe/Conv.	102,566	78,683
New Yorker Turbo	14,736	39,271
New Yorker/Landau	80,005	18,450
Fifth Avenue/Newport	38,850	58,583
Total	283,848	297,401
Plymouth Colt*	32,960	38,132
Colt DL SW*	4,772	185
Colt Vista SW*	9,327	14,553
Horizon	59,777	48,864
Sundance	87,320	75,313
Turismo	1,401	17,818
Reliant	94,747	83,471
Reliant SW	15,777	22,685
Laser		
Caravelle	14,542	35,928
Gran Fury	10,328	7,707
Acclaim	2,273	
Total	333,224	344,656
Chrysler/Plymouth Total	617,072	642,057
Dodge Colt*	37,108	42,179
Colt DL SW*	5,493	203
Colt Vista SW*	10,273	15,820
Omni	58,344	39,979
Shadow	89,259	76,927
Charger	1,630	19,951
Daytona	70,472	37,125
Aries	86,597	81,347
Aries SW	14,771	19,919
Lancer	10,782	22,847
600	13,835	36,718
Dynasty	76,834	2,276
Diplomat	18,580	13,042
Spirit	2,438	–
Total	496,416	408,333
Eagle Summit*	3,631	
Alliance	4,714	26,207
Eagle	1,497	4,678
Premier	37,534	111
Medallion*	14,654	13,744
Total	62,030	44,740
Total Chrysler	**1,175,518**	**1,095,130**
Ford Festiva*	67,577	24,385
Escort	338,088	332,753
Escort SW	46,904	61,033
Mustang	169,567	171,026
Probe	68,129	
Tempo	278,714	223,350
Taurus	286,094	268,151
Taurus SW	90,877	90,057
Crown Victoria	99,231	102,374
Crown Victoria SW	14,118	16,090
Thunderbird	118,516	132,080
Total	1,577,815	1,421,299
Lincoln Town Car	123,808	126,446
Mark VII	22,953	27,408
Continental	533	12,355
Continental (fwd)	43,212	1,081
Total	190,506	167,290
XR4Ti Total*	5,869	8,849
Scorpio Total*	6,416	4,650
Mercury Lynx	2,241	31,179
Lynx SW	760	6,109
Tracer*	48,248	30,085
Tracer SW*	8,478	2,266
Capri*		
Topaz	85,945	63,217
Sable	92,695	76,746
Sable SW	25,445	26,653
Cougar	102,424	110,112
Grand Marquis	106,172	108,649
Grand Marquis SW	8,988	9,366
Total	481,396	464,382
Lincoln-Mercury Total	684,187	645,171
Total Ford	**2,262,002**	**2,006,470**
Buick Reatta	3,893	10
Skyhawk	23,986	36,712
Skyhawk SW	2,094	2,797
Somerset/Skylark	58,037	68,029
Century	120,054	137,914
Century SW	10,329	14,275
Regal	9,646	47,608
Regal (fwd)	113,565	11,163
LeSabre	129,827	132,406
Electra/Park Avenue	86,718	79,761
Buick SW	9,214	9,927
Riviera	11,289	16,493
Total	578,652	557,095
Cadillac DeVille/Fleetwood	151,882	145,309
Fleetwood 60 Special	1,324	1,224
Cimarron	5,907	12,639
Brougham/Chassis	44,518	56,669
Eldorado	30,766	20,357
Seville	22,184	20,725
Allante	3,191	2,068
Total	259,772	258,991
Chevrolet Nova/Geo Prizm	96,794	135,120
Sprint*/Geo Metro*	49,577	59,269
Spectrum*	68,288	79,108
Chevette	279	21,287
Corsica	194,709	100,231
Beretta	180,181	108,614
Camaro	99,072	117,060
Cavalier	278,258	260,923
Cavalier SW	28,711	38,072
Celebrity	201,834	253,237
Celebrity SW	50,613	60,648
Lumina		
Monte Carlo	30,196	63,854
Caprice	138,383	143,112
Chevrolet SW	29,809	30,661
Corvette	22,928	24,878
Total	1,469,632	1,496,074
Oldsmobile Firenza	8,468	15,413
Firenza SW	1,110	1,868
Calais	104,843	100,882
Cutlass Ciera	219,193	224,206
Cutlass Ciera SW	16,329	22,452
Cutlass Supreme	24,451	95,403
Cutlass Supreme (fwd)	87,676	
Delta 88	146,916	155,328
98	73,738	71,466
Custom Cruiser SW	10,671	14,045
Toronado	15,054	16,199
Total	708,449	717,262
Pontiac 1000	220	5,703
LeMans*	61,404	33,062
Sunbird	80,404	77,370
Sunbird SW	1,686	2,796
Fiero	24,111	42,663
Firebird	57,421	73,822
Grand Am	226,053	214,141
6000	87,970	112,257
6000 SW	8,780	11,942
Grand Prix	1,643	13,707
Grand Prix (fwd)	96,090	637
Safari SW	6,757	9,434
Bonneville	107,055	100,609
Total	759,594	698,143
GM Lotus*	2	
Total GM	**3,776,101**	**3,727,565**
Domestic station wagons	397,835	479,741
Import station wagons	236,494	255,671
Misc. Domestic	**156**	**80**
Domestic Sponsored Imports	**443,724**	**377,723**
Other Imports	**3,266,154**	**3,276,415**
Total	**3,709,828**	**3,654,138**
Grand Total All Registrations	**10,479,931**	**10,165,660**

SOURCE: R.L. Polk & Co.

*Domestic-sponsored imports

Market shares for 36 years — U.S. car registrations by company

Year	GM	Ford	Chrysler	AMC*	Studebaker-Packard	Kaiser-Frazer, Willys	Miscellaneous Domestic	Imports
1953	45.07	25.15	20.31	3.55	4.05	1.34	0.02	0.51
1954	50.70	30.83	12.90	2.01	2.43	0.47	0.07	0.59
1955	50.76	27.63	16.82	1.81	2.06	0.10	0.01	0.81
1956	50.78	28.45	15.48	1.81	1.76	—	0.07	1.65
1957	44.85	30.39	18.33	1.77	1.13	—	0.07	3.46
1958	46.36	26.44	13.92	4.01	1.08	—	0.07	8.12
1959	42.10	28.12	11.30	6.01	2.21	—	0.09	10.17
1960	43.64	26.60	14.01	6.42	1.62	—	0.13	7.58
1961	46.53	28.53	10.79	6.33	1.23	—	0.12	6.47
1962	51.87	26.30	9.61	6.10	1.12	—	0.11	4.89
1963	51.04	24.87	12.37	5.67	0.85	—	0.10	5.10
1964	49.08	26.01	13.81	4.71	0.32	—	0.07	6.00
1965	50.07	25.47	14.67	3.49	0.13	—	0.06	6.11
1966	48.13	26.08	15.39	2.95	0.06	—	0.08	7.31
1967	49.53	22.15	16.05	2.85	—	—	0.10	9.32
1968	46.73	23.70	16.25	2.76	—	—	0.08	10.48
1969	46.79	24.25	15.12	2.54	—	—	0.06	11.24
1970	39.73	26.42	16.09	3.03	—	—	0.05	14.68
1971	45.16	23.52	13.71	2.50	—	—	0.05	15.06
1972	44.40	24.39	13.80	2.83	—	—	0.05	14.53
1973	44.32	23.50	13.33	3.45	—	—	0.05	15.15
1974	41.89	24.96	13.56	3.79	—	—	0.06	15.74
1975	43.31	23.06	11.70	3.72	—	—	0.04	18.17
1976	47.22	22.45	12.91	2.53	—	—	0.05	14.84
1977	46.37	22.66	10.97	1.69	—	—	0.04	18.26
1978	47.67	22.91	10.16	1.44	—	—	0.05	17.78
1979	46.42	20.29	9.02	1.52	—	—	0.05	22.70
1980	46.41	16.51	7.14	1.72	—	—	0.04	28.18
1981	44.50	16.32	8.76	1.58	—	—	0.04	28.80
1982	44.02	16.68	8.61	1.09	—	—	0.03	29.57
1983	44.01	17.11	9.19	2.14	—	—	0.01	27.54
1984	44.44	19.26	9.51	1.86	—	—	0.00	24.93
1985	42.63	18.86	11.23	1.18	—	—	0.00	25.90
1986	41.51	18.19	11.47	0.65	—	—	0.00	28.18
1987	36.70	20.33	10.77	—	—	—	0.00	32.23
1988	36.03	21.58	11.22	—	—	—	0.00	31.17

SOURCE: R.L. Polk & Co

*—And predecessors. (American Motors was acquired by Chrysler Corp. in 1987.)

Chart includes domestic-sponsored imports for 1985, 1986 and 1987.

SALES/REGISTRATIONS

1988 new truck registrations in U.S. by state, top 5.2 million mark

(compiled by R.L. Polk & Co.)

State	Year	Chrysler Corp.	Ford	Daimler-Benz Corp.	Chevrolet	GMC	Navistar	Mack Truck Corp.	Paccar Corp.	Volvo White Corp. & Western Star	White GMC	Toyota	Nissan	Other domestic & imports	TOTAL	Year	State
Alabama	'88	11,877	22,300	766	27,862	7,418	1,093	569	919	136	384	4,323	24	8,972	86,643	'88	**Alabama**
	'87	12,490	21,794	697	26,121	5,748	866	494	688	539	—	6,916	51	10,531	86,935	'87	
Alaska	'88	2,102	3,495	27	2,923	928	125	6	37	26	—	470	1	1,379	11,519	'88	**Alaska**
	'87	1,859	3,104	5	2,209	619	50	4	11	29	—	609	—	1,445	9,944	'87	
Arizona	'88	12,370	20,230	94	18,172	7,041	3,742	61	222	45	104	4,772	15	11,869	78,737	'88	**Arizona**
	'87	10,712	19,492	175	18,527	5,019	486	154	152	170	—	7,136	6	14,830	76,859	'87	
Arkansas	'88	8,640	18,615	288	17,867	5,237	798	235	191	15	43	2,329	7	5,092	59,357	'88	**Arkansas**
	'87	7,996	15,272	289	14,689	3,839	907	267	115	47	—	2,558	10	4,839	50,828	'87	
California	'88	108,042	154,286	2,653	104,382	27,931	4,712	640	3,137	410	778	79,081	349	96,777	583,178	'88	**California**
	'87	90,075	144,082	2,347	90,179	23,337	3,996	600	2,260	920	—	89,837	254	123,205	571,092	'87	
Colorado	'88	14,981	18,406	117	14,580	4,364	895	91	322	48	116	5,862	16	7,440	67,238	'88	**Colorado**
	'87	12,997	17,744	133	11,554	4,036	623	86	275	102	—	7,185	25	9,828	64,588	'87	
Connecticut	'88	18,602	17,777	161	16,271	4,507	1,427	466	229	93	88	3,904	25	9,429	72,979	'88	**Connecticut**
	'87	15,225	16,747	222	14,460	4,188	1,213	502	169	212	—	4,970	21	12,129	70,058	'87	
Delaware	'88	4,396	7,252	521	5,820	1,244	786	141	210	129	219	657	20	1,862	23,257	'88	**Delaware**
	'87	3,815	6,323	190	4,630	847	705	196	118	248	—	838	6	1,956	19,872	'87	
District of Columbia	'88	1,160	996	8	768	161	18	2	7	—	—	204	1	693	4,018	'88	**District of Columbia**
	'87	1,006	846	1	694	126	13	1	2	—	—	244	1	719	3,653	'87	
Florida	'88	56,912	87,694	833	59,003	18,681	3,696	1,349	1,159	219	399	15,423	51	32,123	277,542	'88	**Florida**
	'87	50,831	78,625	1,163	58,255	19,198	3,456	1,431	914	432	—	23,126	96	41,631	279,158	'87	
Georgia	'88	27,023	49,015	1,203	43,570	9,571	2,998	666	1,008	260	488	7,828	92	13,731	157,453	'88	**Georgia**
	'87	25,322	45,267	834	39,439	8,296	2,273	706	859	738	—	11,137	75	17,133	152,079	'87	
Hawaii	'88	4,918	5,752	—	2,847	1,256	164	7	85	11	31	2,315	—	4,790	22,176	'88	**Hawaii**
	'87	4,655	4,683	1	2,453	777	111	2	56	18	—	2,500	—	6,436	21,692	'87	
Idaho	'88	3,963	5,590	49	4,563	2,224	171	15	288	13	26	1,304	—	2,029	20,235	'88	**Idaho**
	'87	3,377	4,983	42	3,641	1,809	124	22	214	18	—	1,467	—	2,148	17,845	'87	
Illinois	'88	45,924	68,793	1,989	63,829	16,293	6,681	2,093	2,019	385	1,277	7,087	40	11,501	227,911	'86	**Illinois**
	'87	38,589	64,115	2,361	54,433	13,647	6,240	1,444	1,504	1,216	—	9,635	74	14,079	207,337	'87	
Indiana	'88	18,113	31,522	1,136	35,001	13,235	2,195	476	910	120	356	3,970	14	4,769	111,864	'88	**Indiana**
	'87	17,612	31,850	1,023	31,772	10,845	2,048	448	1,382	280	—	5,046	32	5,794	108,187	'87	
Iowa	'88	10,563	19,292	697	17,375	3,272	1,632	265	569	59	211	1,187	11	2,665	57,798	'88	**Iowa**
	'87	8,847	17,037	504	15,162	2,832	1,705	184	573	366	—	1,737	3	2,972	51,922	'87	
Kansas	'88	9,195	16,776	150	13,884	4,674	665	105	551	34	125	2,420	14	3,631	52,224	'88	**Kansas**
	'87	7,474	13,527	210	10,820	3,591	396	79	366	50	—	2,557	5	3,496	42,571	'87	
Kentucky	'88	11,917	21,785	207	20,958	4,531	980	372	198	41	80	3,177	16	5,030	69,292	'88	**Kentucky**
	'87	12,251	20,619	169	18,967	3,932	907	282	215	66	—	3,498	10	5,495	66,411	'87	
Louisiana	'88	12,720	27,201	476	24,560	6,689	1,235	370	334	31	64	5,056	9	11,628	90,373	'88	**Louisiana**
	'87	10,797	23,352	415	18,119	4,967	532	314	232	74	—	5,391	15	9,797	74,005	'87	
Maine	'88	6,553	10,650	98	7,806	4,534	492	142	162	25	137	1,502	8	2,495	34,604	'88	**Maine**
	'87	5,848	10,345	135	7,613	3,860	426	173	138	61	—	1,920	2	3,073	33,594	'87	
Maryland	'88	28,357	37,113	405	29,536	6,800	2,314	928	323	118	282	6,276	34	10,250	122,736	'88	**Maryland**
	'87	24,611	36,276	408	28,559	5,689	2,033	803	252	273	—	8,437	51	13,318	120,710	'87	
Massachusetts*	'88	34,596	34,193	591	29,398	12,480	2,459	1,065	326	246	216	8,071	24	13,526	137,191	'88	**Massachusetts**
	'87	28,714	32,285	705	26,677	10,560	1,918	1,104	267	498	—	9,120	32	16,016	127,896	'87	
Michigan	'88	48,782	76,992	418	66,406	28,426	2,126	517	489	122	445	2,707	17	5,181	232,628	'88	**Michigan**
	'87	46,512	74,275	416	57,467	23,459	1,999	430	425	316	—	3,560	33	6,170	215,062	'87	
Minnesota	'88	20,996	33,747	785	25,398	6,423	2,014	370	732	121	481	1,810	14	5,459	98,350	'88	**Minnesota**
	'87	17,355	34,366	533	22,943	5,093	1,704	310	557	166	—	2,016	19	7,113	92,175	'87	
Mississippi	'88	5,916	15,564	364	14,214	3,538	636	344	211	16	44	3,334	4	6,309	50,494	'88	**Mississippi**
	'87	5,360	13,361	596	11,778	3,552	563	230	229	70	—	3,819	8	6,163	45,729	'87	
Missouri	'88	19,771	35,673	668	28,896	11,235	1,625	222	1,034	127	276	3,585	15	7,850	110,977	'88	**Missouri**
	'87	18,008	33,025	680	26,255	9,998	1,527	254	954	239	—	4,680	19	8,856	104,495	'87	
Montana*	'88	2,320	5,440	140	4,406	1,350	113	19	503	15	11	767	2	1,461	16,547	'88	**Montana**
	'87	2,433	5,434	123	3,834	1,231	84	29	281	42	—	1,019	1	2,023	16,534	'87	
Nebraska	'88	5,515	10,710	970	8,916	2,873	1,056	130	1,934	39	308	536	1	1,908	34,896	'88	**Nebraska**
	'87	4,317	9,147	855	7,464	2,449	1,441	139	1,637	184	—	756	3	1,958	30,350	'87	
Nevada	'88	5,672	8,594	29	4,825	2,761	245	6	133	7	48	2,524	—	3,754	28,598	'88	**Nevada**
	'87	4,827	7,537	20	3,766	2,158	191	10	10,834	—	7,814	3,072	1	4,741	26,465	'87	
New Hampshire*	'88	9,642	9,576	93	9,464	4,316	976	265	130	33	63	3,367	5	3,659	41,589	'88	**New Hampshire**
	'87	9,151	10,494	179	9,742	4,366	671	232	102	79	—	4,122	10	4,999	44,147	'87	
New Jersey	'88	34,056	42,334	969	27,871	9,806	2,481	1,654	1,109	277	502	8,087	115	15,466	144,727	'88	**New Jersey**
	'87	32,831	44,153	1,067	29,793	9,743	2,586	1,739	849	655	—	9,640	118	19,394	152,568	'87	
New Mexico	'88	6,372	12,859	32	9,508	3,528	343	50	196	2	12	2,399	7	3,913	39,221	'88	**New Mexico**
	'87	5,692	12,185	30	7,463	3,035	258	39	224	29	—	3,110	10	5,495	37,570	'87	
New York	'88	64,733	62,221	989	56,944	19,969	4,994	2,149	678	337	423	7,443	89	25,379	246,348	'88	**New York**
	'87	60,283	62,852	1,269	54,037	16,763	5,460	2,044	489	676	—	10,149	137	29,010	243,169	'87	
North Carolina	'88	24,820	46,610	972	38,824	7,990	1,947	623	1,307	191	486	7,472	29	19,278	150,549	'88	**North Carolina**
	'87	23,010	43,668	950	35,202	7,982	1,815	647	1,047	524	—	10,865	77	22,646	148,433	'87	
North Dakota	'88	1,980	4,200	195	4,155	1,081	133	28	276	15	66	332	—	714	13,175	'88	**North Dakota**
	'87	1,904	4,259	160	3,805	935	89	43	166	35	—	418	1	890	12,705	'87	
Ohio	'88	40,321	63,821	907	65,281	14,920	3,410	1,115	1,290	177	633	5,838	35	11,371	209,071	'88	**Ohio**
	'87	37,441	61,328	855	61,397	13,860	3,281	985	987	590	—	7,893	51	12,990	201,603	'87	
Oklahoma	'88	10,957	20,706	753	22,920	7,383	1,991	255	609	22	225	1,573	7	6,008	73,409	'88	**Oklahoma**
	'87	10,023	19,089	915	18,703	6,619	749	209	570	54	—	1,751	6	6,839	65,527	'87	
Oregon	'88	11,844	18,959	437	14,309	3,551	493	148	598	77	130	6,811	17	7,624	64,998	'88	**Oregon**
	'87	9,267	17,047	383	11,509	3,673	414	122	495	142	—	6,621	22	9,618	59,313	'87	
Pennsylvania	'88	49,166	69,738	1,304	54,870	15,997	3,800	2,523	1,484	270	514	6,355	124	13,733	219,878	'88	**Pennsylvania**
	'87	45,874	70,100	1,389	50,782	14,588	3,304	2,073	1,027	711	—	7,953	140	17,069	215,010	'87	
Rhode Island	'88	4,287	4,325	29	3,152	1,594	284	237	54	10	49	1,723	13	2,588	18,345	'88	**Rhode Island**
	'87	3,814	4,267	61	2,876	1,242	254	144	33	68	—	1,651	5	3,409	17,824	'87	
South Carolina	'88	10,429	20,020	369	18,156	5,148	1,825	392	346	47	88	3,384	10	9,557	69,771	'88	**South Carolina**
	'87	10,121	17,453	593	15,252	5,479	1,130	333	287	120	—	4,530	19	11,298	66,615	'87	
South Dakota	'88	2,234	5,421	119	4,468	1,002	226	36	386	9	39	272	1	665	14,878	'88	**South Dakota**
	'87	2,088	4,551	114	4,236	859	211	25	213	22	—	420	—	828	13,567	'87	
Tennessee	'88	18,264	31,967	1,161	27,846	10,384	1,955	797	1,478	160	807	9,197	29	12,520	116,565	'88	**Tennessee**
	'87	16,621	28,652	1,154	23,553	8,442	1,323	587	1,071	724	—	10,427	38	13,850	106,442	'87	
Texas	'88	58,059	110,204	1,395	114,075	29,950	4,589	1,107	2,344	197	465	11,286	91	37,316	371,078	'88	**Texas**
	'87	54,837	106,033	1,344	96,533	25,874	3,101	938	1,529	397	—	14,882	145	44,155	349,768	'87	
Utah	'88	5,106	8,114	286	6,679	2,551	263	66	551	147	99	1,711	15	2,859	28,447	'88	**Utah**
	'87	5,370	8,031	294	5,807	2,664	374	72	561	438	—	1,950	17	4,790	30,368	'87	
Vermont	'88	3,511	4,991	72	4,213	1,658	272	77	39	31	23	1,186	2	1,373	17,448	'88	**Vermont**
	'87	3,443	4,971	93	4,296	1,901	278	126	29	31	—	1,682	6	1,701	18,557	'87	
Virginia	'88	31,345	43,326	284	29,647	8,049	1,751	813	558	169	299	8,271	28	15,495	140,035	'88	**Virginia**
	'87	28,541	42,564	393	29,549	8,078	1,783	750	368	302	—	11,623	57	20,878	144,886	'87	
Washington	'88	16,209	22,900	355	19,000	4,261	968	201	1,308	142	148	6,156	26	10,386	82,060	'88	**Washington**
	'87	12,558	20,140	404	15,096	3,287	920	147	956	173	—	7,464	27	13,268	74,440	'87	
West Virginia	'88	6,340	12,551	49	13,800	2,236	533	166	102	29	43	1,010	12	2,066	38,937	'88	**West Virginia**
	'87	6,687	12,663	58	12,845	2,076	726	193	85	59	—	1,242	4	2,787	39,425	'87	
Wisconsin	'88	21,900	31,557	410	25,857	9,082	1,968	527	1,135	142	444	3,189	12	4,872	101,095	'88	**Wisconsin**
	'87	19,364	29,353	467	22,588	7,760	1,611	468	1,027	262	—	3,558	24	5,443	91,925	'87	
Wyoming	'88	2,046	4,277	49	3,510	1,562	146	11	59	2	11	609	—	522	12,804	'88	**Wyoming**
	'87	2,035	3,841	40	2,746	1,499	84	12	54	1	—	790	—	708	11,810	'87	
Federal Government	'88	7,594	706	12	42,211	989	2,434	4	2	19	12	16	—	25	54,024	'88	**Federal Government**
	'87	11,236	703	5	15,865	607	1,522	40	1	151	—	21	—	20	30,170	'87	
U.S. TOTAL	**'88**	**1,083,389**	**1,517,356**	**27,884**	**1,330,796**	**386,864**	**84,915**	**24,928**	**34,383**	**5,418**	**12,626**	**288,168**	**1,491**	**588,992**	**5,211,160**	**'88**	**U.S. TOTAL**
	'87	**906,105**	**1,433,910**	**27,489**	**1,166,155**	**337,834**	**78,481**	**22,666**	**27,123**	**13,801**	**—**	**347,548**	**1,767**	**609,979**	**4,983,888**	**'87**	

Notes: Compiled from official state records. Data is property of R.L. Polk & Co. May not be copied, sold or reprinted without Polk permission.

*—Total state registrations by make were not available for Massachusetts, Montana and New Hampshire at the time of publication. Totals may not add because of incomplete registration numbers from these states.

1987 data for Oklahoma compiled from manufacturers' sales records.

SALES/REGISTRATIONS

New car registrations in U.S. by state top 10.47 million in 1988

(compiled by R L Polk & Co.)

State	Year	Eagle	Chrysler	Dodge	Plymouth	CHRYSLER TOTAL	Ford	Lincoln	Mercury	FORD TOTAL	Buick	Cadillac	Chevrolet	Oldsmobile	Pontiac	GM TOTAL	Acura	Honda	Toyota	Nissan	Misc.	TOTAL INDUSTRY
Alabama	88	554	3,348	4,035	2,419	10,356	16,854	2,011	4,584	23,449	9,020	3,512	20,431	9,917	11,474	54,354	1,367	9,053	6,977	7,829	20,229	133,614
	87	196	4,034	3,417	2,481	10,128	17,545	1,873	4,987	24,405	9,062	3,503	22,266	11,077	11,481	57,389	1,059	9,274	7,696	8,946	21,173	140,070
Alaska	88	88	320	504	395	1,307	2,202	86	474	2,762	402	124	1,544	503	600	3,173	255	1,110	554	411	3,651	13,223
	87	96	322	320	280	1,018	2,026	60	356	2,442	279	97	1,142	399	397	2,314	216	888	432	399	3,281	10,990
Arizona	88	469	3,321	3,286	3,279	10,355	15,466	2,098	3,405	20,969	5,968	2,863	12,219	5,197	6,420	32,667	1,318	8,420	6,703	7,653	17,307	105,392
	87	281	2,627	2,575	2,402	7,885	14,876	1,904	3,711	20,491	5,302	3,285	14,048	5,303	6,386	34,324	1,267	8,382	7,689	8,651	20,248	108,937
Arkansas	88	341	1,987	3,024	1,425	6,777	10,111	1,173	2,983	14,267	3,960	2,236	9,307	6,592	5,041	27,136	272	3,964	3,128	2,625	9,362	67,531
	87	252	2,078	2,247	1,375	5,952	8,702	1,139	2,910	12,751	3,455	1,814	9,143	6,254	4,309	24,975	322	3,311	2,704	2,871	7,047	59,933
California	88	3,151	27,529	31,258	18,353	80,291	157,130	17,849	29,817	204,796	37,158	31,338	92,610	47,897	40,904	249,907	32,472	116,850	133,941	85,308	302,987	1,206,552
	87	2,355	27,523	22,827	16,039	68,744	143,482	15,126	31,153	189,761	33,350	31,892	89,560	44,038	36,688	235,528	27,050	110,969	122,887	89,557	304,358	1,148,854
Colorado	88	616	2,450	3,676	2,806	9,548	16,715	1,738	3,950	22,403	5,317	2,279	11,452	5,665	6,147	30,860	1,624	9,676	8,388	4,182	25,954	112,635
	87	548	2,212	2,984	1,882	7,626	14,695	1,413	3,581	19,689	4,668	2,303	11,097	4,873	5,399	28,540	1,631	10,001	8,852	4,844	27,748	108,931
Connecticut	88	948	4,721	6,677	5,810	18,156	23,217	2,913	6,612	32,742	11,193	3,395	20,838	11,530	8,733	55,689	3,409	15,346	11,956	6,803	44,844	188,945
	87	474	5,037	5,796	6,022	17,329	22,599	2,311	6,733	31,643	9,960	3,499	21,632	12,352	8,742	56,185	2,267	11,540	12,136	8,988	44,476	184,564
Delaware	88	226	1,152	1,857	1,278	4,513	7,571	770	2,040	10,381	3,171	891	8,532	4,397	3,703	20,694	505	2,826	1,638	2,101	11,996	54,654
	87	118	1,173	1,324	1,348	3,963	5,744	554	2,022	8,320	2,540	894	6,926	3,670	3,000	17,030	586	2,846	1,673	1,990	11,099	47,507
D. of Columbia	88	94	616	617	831	2,158	3,054	367	786	4,207	789	505	2,633	1,486	870	6,283	368	1,817	2,269	2,211	5,974	25,287
	87	91	771	714	635	2,211	2,248	296	657	3,201	759	617	2,739	1,409	827	6,351	287	1,448	1,514	1,778	6,106	22,896
Florida	88	2,400	26,192	43,816	18,879	91,287	102,890	22,489	32,301	157,680	49,294	32,068	112,120	41,644	55,292	290,418	9,603	36,722	56,765	37,598	120,761	800,834
	87	1,419	23,893	37,728	20,443	83,483	90,316	21,325	33,733	145,374	48,416	33,504	97,516	40,544	48,888	268,868	7,729	34,987	53,971	37,372	139,134	770,918
Georgia	88	1,120	6,841	8,083	5,608	21,652	41,892	4,416	11,043	57,351	12,718	6,476	31,265	17,653	18,838	86,950	2,855	19,960	18,958	13,668	50,843	272,237
	87	581	7,528	6,412	5,425	19,946	37,126	4,068	11,392	52,586	12,459	7,067	31,171	17,943	18,869	87,509	2,529	17,971	17,589	16,689	48,227	263,046
Hawaii	88	88	1,100	1,909	1,184	4,281	6,778	1,012	1,522	9,312	1,725	1,081	3,397	1,703	1,591	9,497	857	6,733	7,939	8,802	8,857	56,278
	87	59	625	1,266	670	2,620	4,775	1,029	548	6,352	1,530	863	4,503	1,887	1,379	10,162	803	6,255	8,175	7,002	10,077	51,446
Idaho	88	109	635	841	438	2,023	2,654	240	1,336	4,230	1,080	345	1,971	1,391	1,267	6,054	58	1,621	1,297	676	6,060	22,019
	87	76	683	714	503	1,976	2,336	174	1,381	3,891	1,032	418	1,817	1,349	1,240	5,856	47	1,714	1,327	884	4,740	20,435
Illinois	88	2,069	14,275	23,636	14,737	54,717	100,657	10,915	30,344	141,916	39,712	16,439	89,879	48,755	49,006	243,791	6,944	32,264	26,678	14,974	81,372	602,656
	87	1,423	14,245	18,296	15,651	49,615	91,684	10,322	28,527	130,533	39,772	15,065	89,574	52,035	47,798	244,244	5,545	29,726	27,747	18,396	71,286	577,092
Indiana	88	1,027	5,699	8,317	6,074	21,117	28,252	2,432	8,284	38,968	16,027	4,743	32,224	20,659	18,246	91,899	828	8,012	7,738	3,883	20,128	192,573
	87	879	6,687	6,933	6,633	21,132	28,357	2,170	9,768	40,295	14,792	4,302	32,138	20,985	18,020	90,237	751	7,879	7,189	4,526	16,702	188,711
Iowa	88	416	2,028	4,633	2,091	9,168	13,592	854	4,565	19,011	8,650	1,672	15,354	9,459	7,835	42,970	271	3,635	2,686	1,952	7,478	87,171
	87	339	2,427	3,691	2,215	8,672	12,520	757	4,200	17,477	7,893	1,424	14,562	9,150	7,120	40,149	271	3,365	2,457	2,220	6,748	81,359
Kansas	88	347	2,318	2,723	1,999	7,387	13,030	989	3,421	17,440	5,112	1,538	9,558	6,981	6,118	29,307	805	5,464	3,854	2,363	9,596	76,216
	87	158	2,410	2,038	1,895	6,501	10,023	676	3,272	13,971	4,400	1,365	9,185	6,587	5,071	26,608	766	5,195	3,290	2,453	7,760	66,544
Kentucky	88	432	3,029	5,558	3,105	12,124	16,697	1,797	3,968	22,732	6,380	2,831	15,284	8,214	8,716	41,425	565	4,629	5,988	5,190	13,666	106,319
	87	280	3,833	4,135	3,613	11,861	15,937	1,602	4,489	22,028	6,120	2,586	15,430	8,799	8,524	41,459	594	4,472	5,718	5,063	10,808	102,003
Louisiana	88	444	3,295	4,553	2,826	11,118	19,624	2,683	5,412	27,719	6,309	3,478	16,816	10,508	8,881	45,992	1,055	8,738	11,896	7,925	22,060	136,503
	87	204	3,422	3,416	2,497	9,539	17,928	2,414	5,160	25,502	5,987	3,200	14,479	9,377	7,370	40,413	936	7,749	9,969	8,193	19,052	121,353
Maine	88	239	899	2,806	1,665	5,609	7,675	485	2,468	10,628	2,873	508	7,821	3,685	2,833	17,720	76	1,825	2,293	1,360	11,040	50,551
	87	225	1,212	2,121	1,712	5,270	8,037	382	2,643	11,062	2,917	492	7,406	3,876	2,820	17,511	44	1,589	2,101	1,749	10,786	50,112
Maryland	88	1,271	6,511	15,830	8,846	32,458	53,191	3,754	10,294	67,239	13,620	4,353	42,391	21,672	18,381	100,417	3,923	18,046	19,491	13,950	51,953	307,477
	87	686	6,862	11,456	9,694	28,698	49,766	3,376	10,174	63,316	13,094	4,448	45,102	22,229	19,435	104,308	3,307	15,547	17,392	16,222	54,430	303,220
Massachusetts*	88	1,319	8,683	14,738	11,128	35,868	44,014	7,953	18,801	70,768	16,940	6,009	47,798	20,692	20,042	111,481	3,640	23,009	25,724	15,725	76,565	362,780
	87	1,113	7,221	12,469	10,512	31,315	37,448	4,677	17,237	59,362	15,454	5,857	46,112	19,686	17,343	104,452	1,977	18,140	23,891	16,499	75,601	331,237
Michigan	88	3,058	18,313	28,493	15,803	65,667	89,675	11,254	28,980	129,909	36,459	13,627	66,756	39,484	51,471	207,797	2,002	12,623	8,892	3,965	42,602	473,457
	87	1,890	17,768	24,147	16,923	60,728	83,792	9,179	29,932	122,903	32,256	12,161	69,471	38,057	50,604	202,549	1,533	13,419	8,515	5,088	39,008	453,743
Minnesota	88	660	4,553	10,278	7,776	23,267	27,587	1,938	8,028	37,553	11,900	2,777	23,576	17,167	13,910	69,330	1,593	7,230	6,401	2,244	18,629	166,247
	87	373	4,357	6,045	7,601	18,376	25,103	1,498	7,418	34,019	12,331	3,249	29,036	18,971	13,897	77,484	1,486	7,437	5,680	3,152	16,982	164,616
Mississippi	88	232	1,590	1,803	1,280	4,905	9,223	1,255	2,609	13,087	4,552	1,738	8,492	5,274	5,177	25,233	264	3,022	4,726	6,869	9,353	67,459
	87	84	1,764	1,327	1,257	4,432	8,356	1,230	2,517	12,103	4,490	1,778	8,296	5,707	4,884	25,155	102	3,123	4,124	5,891	7,749	62,679
Missouri	88	726	5,296	9,589	5,392	21,003	36,089	3,022	9,285	48,396	10,503	4,661	28,449	17,415	15,214	76,242	1,494	8,601	11,145	5,675	25,330	197,886
	87	566	5,684	7,027	5,683	18,960	32,293	2,552	8,636	43,481	9,734	4,613	27,172	16,319	13,095	70,933	1,319	8,151	10,598	6,536	20,651	180,629
Montana*	88	120	472	552	546	1,690	2,530	126	691	3,347	1,347	224	2,568	1,770	969	6,878	45	1,525	871	746	3,350	18,452
	87	149	636	467	470	1,722	2,687	115	824	3,626	1,233	232	2,394	1,671	910	6,440	39	1,875	844	783	3,051	18,380
Nebraska	88	167	1,644	1,885	1,325	5,021	6,528	600	2,184	9,312	4,076	1,059	6,818	4,412	3,986	20,351	307	2,588	1,543	1,535	4,269	44,926
	87	110	1,421	1,327	1,200	4,058	6,713	412	2,058	9,183	3,838	939	6,295	3,823	3,051	17,946	331	2,406	1,399	1,572	3,672	40,567
Nevada	88	162	1,352	2,763	1,275	5,552	7,144	1,256	2,180	10,580	2,287	1,716	5,118	2,499	2,413	14,033	509	3,482	3,696	1,699	9,729	49,280
	87	122	1,320	1,636	927	4,005	6,953	1,060	1,792	9,805	1,780	1,489	5,020	1,910	2,307	12,506	430	3,211	2,639	1,918	9,566	44,080
New Hampshire*	88	370	1,302	3,250	1,853	6,775	8,815	1,056	2,980	12,851	2,949	938	9,749	3,747	4,018	21,401	827	4,180	5,297	3,075	18,521	72,927
	87	306	1,431	2,954	1,996	6,687	9,349	927	3,297	13,573	3,073	1,083	10,210	4,067	4,021	22,454	382	3,615	4,734	3,846	18,643	73,934
New Jersey	88	1,788	10,966	17,858	10,985	41,597	63,508	12,185	25,307	101,000	25,648	10,372	54,856	27,382	25,853	144,111	5,184	28,636	27,213	22,939	91,965	462,645
	87	1,586	12,793	15,414	13,787	43,580	60,463	11,827	23,769	96,059	26,353	11,203	64,640	31,433	29,243	162,872	3,665	26,397	29,886	28,246	105,091	495,796
New Mexico	88	221	1,346	2,439	1,204	5,210	8,598	911	2,004	11,513	1,983	757	6,002	2,526	2,971	14,239	431	2,196	2,840	1,917	9,312	47,658
	87	183	1,371	1,656	1,404	4,614	7,389	765	1,998	10,152	1,887	781	4,920	2,445	2,438	12,471	425	2,022	3,150	2,230	9,179	44,243
New York	88	3,763	18,115	36,545	26,802	85,225	79,541	16,229	27,701	123,471	37,827	16,020	93,743	47,927	46,089	241,606	12,884	46,007	39,643	40,085	140,680	729,601
	87	2,556	20,491	31,033	31,175	85,255	79,128	15,145	28,476	122,749	39,966	18,045	99,858	52,739	46,349	256,957	8,751	38,641	40,946	44,316	146,598	744,213
North Carolina	88	1,064	5,402	6,820	4,415	17,701	41,408	3,293	7,181	51,882	16,146	5,685	31,936	17,911	17,682	89,360	1,994	19,827	13,721	20,258	44,437	259,180
	87	445	6,344	5,927	5,303	18,019	39,619	2,785	8,207	50,611	16,204	5,783	33,626	18,694	17,167	91,474	1,759	17,309	14,507	19,336	43,066	256,081
North Dakota	88	82	353	668	452	1,555	2,135	159	820	3,114	1,543	363	2,876	1,784	1,461	8,027	20	848	552	229	1,685	16,030
	87	61	453	586	385	1,485	2,066	113	924	3,103	1,494	337	2,670	1,922	1,292	7,715	44	981	571	307	1,473	15,679
Ohio	88	2,349	12,951	25,916	15,733	56,949	74,075	8,211	23,579	105,865	32,962	11,872	85,589	40,967	39,908	211,298	3,531	27,177	22,284	12,654	55,493	495,251
	87	1,909	13,828	20,299	16,692	52,728	72,092	7,008	25,619	104,719	33,075	10,125	81,788	42,306	41,835	209,129	3,707	25,638	20,395	15,729	48,144	480,189
Oklahoma	88	454	2,608	3,392	1,897	8,351	13,312	2,024	4,661	19,997	5,377	2,440	9,290	7,001	7,333	31,441	797	5,967	2,782	3,231	11,632	84,198
	87	467	3,005	1,973	1,547	6,992	12,604	1,780	4,711	19,095	4,743	2,202	9,804	6,752	6,981	30,482	774	5,600	2,880	3,388	11,675	80,886
Oregon	88	415	2,194	2,762	2,163	7,534	12,186	1,009	2,344	15,539	4,161	1,832	8,673	4,150	4,274	23,090	1,508	10,278	8,151	4,657	19,253	90,010
	87	241	2,359	1,777	1,787	6,164	11,127	570	2,502	14,199	3,561	1,599	7,692	3,603	3,231	19,686	1,133	9,989	7,327	4,578	20,755	83,831
Pennsylvania	88	3,425	15,089	27,248	20,371	66,133	70,621	8,556	23,353	102,530	33,354	11,925	82,918	39,565	41,967	209,729	5,659	28,297	18,634	15,210	81,050	527,242
	87	3,020	16,720	22,987	22,443	65,170	68,244	7,807	23,708	99,759	35,258	11,610	81,759	40,939	38,451	208,017	4,549	27,056	19,691	19,272	85,270	528,784
Rhode Island	88	257	1,157	2,351	1,580	5,345	5,757	628	1,979	8,364	2,433	946	5,314	3,361	2,799	14,853	464	2,184	4,027	1,778	10,961	47,976
	87	168	1,319	1,945	1,525	4,957	5,202	584	1,895	7,681	2,350	916	4,778	3,702	2,398	14,144	200	1,866	3,507	2,267	12,034	46,656
South Carolina	88	366	2,414	3,144	1,981	7,905	18,314	1,655	3,911	23,880	7,357	2,887	16,450	10,282	8,852	45,828	678	9,222	6,617	9,223	20,491	123,844
	87	230	2,637	2,917	2,568	8,352	16,908	1,543	4,785	23,236	7,104	3,101	15,690	10,990	8,517	45,402	443	9,063	6,521	8,782	18,659	120,458
South Dakota	88	143	426	767	579	1,915	2,727	199	703	3,629	1,887	363	3,013	1,848	1,582	8,693	17	739	325	293	2,156	17,767
	87	129	516	677	628	1,950	2,722	111	783	3,616	1,840	336	3,195	1,896	1,599	8,866	19	838	410	386	1,716	17,801
Tennessee	88	729	5,150	7,863	5,299	19,041	26,917	3,205	6,583	36,705	10,845	5,896	23,253	13,349	15,617	68,960	1,529	11,858	15,985	12,580	27,938	194,596
	87	395	5,306	5,350	4,332	15,383	24,893	2,775	7,116	34,784	10,031	5,972	22,777	13,202	14,953	66,935	1,437	9,871	14,333	13,631	25,890	182,264
Texas	88	1,953	16,329	19,662	12,178	50,122	90,234	13,876	22,938	127,048	25,672	20,192	62,642	42,918	33,176	184,600	6,737	35,153	27,632	25,902	96,764	553,958
	87	865	16,705	13,415	12,545	43,530	79,887	12,998	24,827	117,712	24,592	19,702	60,913	42,547	30,307	178,061	5,897	33,280	25,678	27,626	99,757	531,541
Utah	88	186	971	1,973	842	3,972	5,538	526	1,791	7,855	2,025	708	4,539	2,258	2,297	11,827	476	3,421	2,964	1,410	9,750	41,675
	87	168	1,234	1,487	1,043	3,932	4,932	647	1,615	7,194	2,253	886	4,604	2,297	2,221	12,261	660	3,832	2,718	1,804	10,692	43,093
Vermont	88	191	463	1,173	1,125	2,952	3,521	181	694	4,396	1,534	281	4,210	1,392	1,295	8,712	89	1,642	1,997	565	7,033	27,386
	87	220	556	1,074	971	2,821	3,392	148	992	4,532	1,460	363	4,288	1,487	1,328	8,926	66	1,585	1,988	734	7,529	28,181
Virginia	88	1,304	7,762	13,692	8,456	31,214	43,633	4,066	8,910	56,609	10,647	5,107	33,311	17,753	16,959	83,777	3,073	20,510	17,116	14,387	55,269	281,955
	87	1,045	8,865	10,271	9,148	29,329	42,357	3,122	10,314	55,793	10,440	5,466	35,438	18,269	17,343	86,956	2,443	19,438	17,910	17,324	55,232	284,425
Washington	88	516	3,224	4,274	3,395	11,409	20,399	1,303	3,824	25,526	4,951	2,103	14,992	5,582	5,063	32,691	3,091	15,037	11,467	5,928	30,640	135,789
	87	334	3,373	3,041	2,877	9,625	17,064	824	3,565	21,453	3,985	2,008	13,304	4,813	3,818	27,928	2,104	13,429	10,886	6,610	31,033	123,068
West Virginia	88	338	1,451	3,400	1,861	7,050	8,504	526	2,067	11,097	3,878	1,027	10,642	4,869	4,382	24,798	87	2,403	1,321	1,846	9,149	57,751
	87	370	1,775	2,506	1,985	6,636	7,770	539	2,266	10,575	3,604	1,010	10,460	5,062	4,210	24,346	80	2,523	1,398	1,956	9,044	56,558
Wisconsin	88	861	3,767	9,598	6,554	20,780	24,228	2,087	8,215	34,530	15,863	3,359	28,503	16,517	19,388	83,630	1,198	6,868	9,429	3,602	18,376	178,413
	87	1,035	4,538	7,283	7,175	20,031	21,774	1,474	8,142	31,390	13,772	3,304	25,810	16,736	16,461	76,083	925	6,399	8,438	3,674	15,982	162,922
Wyoming	88	59	384	471	212	1,126	1,585	115	671	2,371	879	184	1,340	923	913	4,239	23	887	623	282	2,150	11,701
	87	91	438	392	285	1,206	1,526	100	668	2,294	856	196	1,448	950	945	4,395	20	966	566	364	1,930	11,741
Federal Government	88	0	154	474	7,615	8,243	2,116	2	25	2,143	68	2	10,459	80	96	10,705	8	10	8	8	31	21,156
	87	25	336	312	2,197	2,870	2,339	4	41	2,384	91	7	22,793	131	119	23,141	8	13	3	11	34	28,464
U.S. Total	'88	**62,630**	**283,848**	**496,416**	**333,224**	**1,175,518**	**1,577,815**	**190,506**	**481,396**	**2,262,002**	**578,652**	**259,772**	**1,469,632**	**798,449**	**759,594**	**3,776,181**	**129,589**	**662,138**	**644,763**	**471,981**	**1,800,631**	**10,479,931**
	'87	**44,740**	**297,481**	**488,333**	**344,656**	**1,086,130**	**1,421,290**	**167,290**	**464,382**	**2,006,478**	**557,095**	**258,981**	**1,496,074**	**717,282**	**698,143**	**3,727,568**	**104,715**	**613,221**	**618,641**	**516,649**	**1,800,992**	**10,165,648**

Notes: Manufacturers' sales records were used to compile Oklahoma figures in 1987. All data is property of R L Polk & Co.; may not be copied sold or reprinted without permission from Polk.

*—Total state registrations by make were not available for Massachusetts, Montana and New Hampshire at the time of publication. Totals may not add because of incomplete registration numbers from these states.

Includes imports and domestic-sponsored cars.

SALES/REGISTRATIONS

Domestic and import truck sales edge up 4.15 percent in 1988

	January	February	March	April	May	June	July	August	September	October	November	December	1988	1987
Ford														
Vans	12,199	15,548	21,257	15,196	17,307	17,387	14,695	15,427	14,771	16,380	14,716	12,827	187,710	184,413
Aerostar	12,307	15,241	19,219	16,358	17,047	15,144	17,978	14,327	14,879	13,120	14,199	14,759	184,578	159,149
Club Wagon	1,825	2,385	3,060	2,171	2,913	2,781	1,557	1,149	2,328	2,959	2,473	2,217	27,818	27,300
Ranger	21,347	24,091	29,447	25,121	26,121	29,155	28,707	27,925	27,253	20,930	20,841	17,641	298,579	305,295
Bronco	4,222	4,231	5,402	4,551	4,619	4,763	3,996	3,751	3,938	4,913	5,295	5,443	55,124	51,782
Bronco II	9,552	9,803	10,818	9,226	10,781	11,484	11,112	11,699	11,884	9,287	9,038	9,425	124,109	120,905
Mediums	3,020	3,480	4,757	3,598	4,562	4,161	5,145	3,996	3,656	3,247	3,422	3,226	46,270	41,440
Heavies	855	975	1,154	1,156	1,573	1,362	1,424	1,442	1,111	1,152	1,408	1,246	14,858	12,796
Pickups	41,171	48,211	61,319	52,226	55,180	54,740	43,244	43,209	42,747	47,858	47,550	44,737	582,192	550,125
Total Ford	**106,498**	**123,965**	**156,433**	**129,603**	**140,103**	**140,977**	**127,858**	**122,925**	**122,567**	**119,346**	**118,942**	**111,521**	**1,521,238**	**1,453,205**
Chevrolet														
Vans	9,144	11,480	12,733	11,721	12,891	11,179	11,436	10,082	6,688	8,929	7,321	8,087	121,691	114,835
Sportsvan	1,004	1,206	2,030	1,044	1,495	1,233	799	590	529	885	758	763	12,336	11,979
Geo Tracker	0	0	0	0	0	0	0	0	14	486	759	886	2,145	0
Astro	10,358	14,593	16,696	13,173	16,182	16,744	13,847	13,559	9,274	11,401	9,922	11,084	156,833	148,205
S-10	18,726	22,482	20,460	17,659	20,320	23,247	22,245	23,992	19,959	22,397	18,764	18,517	248,768	224,807
S-10 Blazer	11,381	12,515	12,139	13,895	17,666	15,326	15,803	16,962	14,494	18,870	17,824	17,625	184,500	153,064
El Camino	175	115	62	38	15	7	8	0	0	0	0	0	420	13,743
Blazer	2,372	3,029	2,576	1,958	2,707	2,001	1,883	1,738	1,420	2,574	2,476	2,446	27,180	30,859
Suburban	4,038	5,544	6,058	5,201	6,562	6,788	5,770	5,113	3,682	6,072	5,847	6,222	66,897	57,962
Pickups	34,292	45,956	48,676	42,056	44,888	47,906	40,708	43,422	37,662	43,252	43,433	43,386	515,637	418,221
Mediums	1,352	1,648	1,450	1,763	1,321	1,398	1,487	1,463	1,409	1,629	1,371	1,793	18,084	17,770
Total Chevrolet	**92,842**	**118,568**	**122,880**	**108,508**	**124,047**	**125,829**	**113,986**	**116,921**	**95,131**	**116,495**	**108,475**	**110,809**	**1,354,491**	**1,191,445**
Chrysler														
Vans	3,505	5,220	6,365	5,925	5,358	5,563	4,840	4,163	3,877	5,194	4,885	4,446	59,341	64,265
Ram Wagon	1,847	2,235	2,517	2,556	2,481	2,601	1,840	1,441	2,214	2,152	1,907	1,902	25,693	30,505
Voyager	11,758	14,835	17,474	17,606	21,710	21,736	18,279	12,465	13,283	13,849	13,998	15,280	192,273	140,799
Caravan	12,690	17,334	19,942	18,077	22,295	22,768	20,036	13,269	14,564	16,575	14,952	18,416	210,918	153,191
Mini Ram Van	1,108	1,380	1,833	1,704	2,176	2,531	1,885	1,607	1,205	1,265	1,212	1,316	19,222	13,851
Ram 50	3,748	5,833	6,292	5,588	5,577	5,127	3,936	4,192	3,985	3,124	3,041	2,840	53,283	65,593
Raider	918	677	462	404	483	564	460	483	652	1,084	919	755	7,861	19,539
Ramcharger	1,642	2,274	2,064	1,453	1,373	1,373	1,418	1,684	1,200	1,474	1,440	1,914	19,309	23,667
Dakota	7,358	7,269	9,367	9,142	8,512	8,266	7,886	8,207	7,151	6,624	6,482	7,132	93,396	99,045
Pickups	6,976	6,376	8,396	8,415	8,345	7,834	6,292	5,613	5,814	5,568	5,526	6,858	82,013	97,670
Total Chrysler	**51,550**	**63,433**	**74,712**	**70,870**	**78,310**	**78,363**	**66,872**	**53,124**	**53,945**	**56,909**	**54,362**	**60,859**	**763,309**	**708,125**
GMC														
Vans	2,318	3,696	5,322	3,931	5,889	3,862	4,011	4,217	2,988	3,305	3,045	2,665	45,249	38,565
Safari	1,922	2,573	3,399	2,718	4,096	3,292	3,213	2,952	2,251	2,472	2,128	2,152	33,168	32,232
S-15	3,060	4,684	5,406	3,314	4,736	4,689	5,156	4,910	3,972	4,577	4,144	3,927	52,575	49,191
S-15 Jimmy	2,471	3,015	3,296	2,797	4,802	3,728	3,762	3,992	3,850	4,443	4,393	3,984	44,533	38,841
Jimmy	564	641	936	503	854	523	530	582	414	664	765	644	7,620	8,598
Caballero	33	15	6	1	1	4	0	0	0	0	0	0	60	1,705
Suburban	1,286	1,838	2,359	1,624	2,692	2,149	1,983	1,733	1,315	1,799	1,960	2,006	22,744	19,110
Pickups	8,015	12,748	15,387	10,504	13,272	13,280	13,059	11,188	9,855	11,100	12,407	10,514	141,329	115,839
P Model	347	321	327	471	315	380	315	438	456	248	228	299	4,145	5,602
Mediums	2,128	3,493	3,749	4,622	2,788	2,603	2,194	2,323	1,949	1,947	1,993	2,296	32,085	34,491
Heavies	272	133	193	181	111	115	85	0	0	0	0	0	1,090	7,308
W-4	89	97	143	146	109	146	130	186	111	119	148	152	1,576	1,534
Total GMC	**22,505**	**33,254**	**40,523**	**30,812**	**39,665**	**34,771**	**34,438**	**32,521**	**27,161**	**30,674**	**31,211**	**28,639**	**386,174**	**353,016**
Jeep														
Wrangler	2,302	2,861	3,558	3,670	4,469	4,848	3,463	2,465	3,451	3,713	3,791	3,485	42,076	30,713
Wagoneer	743	752	915	684	695	700	578	677	773	876	850	895	9,138	12,239
Cherokee	9,480	11,928	13,383	10,924	12,044	12,527	12,016	13,196	12,522	13,581	13,975	13,985	149,566	111,945
Grand Wagoneer	1,354	1,001	1,098	819	1,061	1,213	1,232	1,316	1,337	1,350	1,317	1,384	14,482	14,102
Comanche	2,635	2,971	3,943	3,903	3,846	3,551	3,174	3,244	3,131	2,915	2,495	2,163	37,971	38,094
J-10/J-20	41	35	25	19	101	0	0	0	0	0	0	0	221	1,347
Total Jeep	**16,555**	**19,548**	**22,927**	**20,019**	**22,216**	**22,839**	**20,463**	**20,898**	**21,214**	**22,435**	**22,428**	**21,912**	**253,454**	**208,440**
Imports														
Toyota	18,584	15,616	23,528	19,406	23,714	20,461	25,702	23,208	21,664	18,160	17,604	19,430	247,077	303,783
Nissan	15,073	11,688	14,928	13,898	14,309	14,746	13,312	16,875	16,819	11,332	12,302	14,309	169,591	216,514
Mazda	8,319	8,105	10,567	8,522	8,936	7,676	6,870	7,675	8,344	6,122	5,770	6,381	93,287	123,699
Isuzu	7,010	5,808	6,309	5,734	6,781	7,554	7,566	9,689	8,718	8,311	8,169	8,756	90,405	86,990
Mitsubishi	3,945	4,120	4,887	4,146	3,705	3,316	3,134	2,874	3,323	3,411	3,353	3,302	43,516	51,862
Suzuki	5,292	5,085	6,406	6,165	6,074	2,199	6,327	12,208	761	1,493	1,444	3,610	57,064	83,334
Subaru	2	2	3	2	0	0	0	1	0	0	0	0	10	1,274
Range Rover	247	278	372	248	222	209	276	346	329	287	169	444	3,427	2,586
Total Imports	**58,472**	**50,702**	**67,000**	**58,121**	**63,741**	**56,161**	**63,187**	**72,876**	**59,958**	**49,116**	**48,811**	**56,232**	**704,377**	**870,042**
Industry Total	**348,422**	**409,470**	**484,475**	**417,933**	**468,082**	**458,940**	**426,804**	**419,265**	**379,976**	**395,475**	**384,229**	**389,972**	**4,983,043**	**4,784,273**

Compiled by Automotive News.

Recreational vehicle shipments climb 6.77 percent; best since 1978

1988

(Total Shipments—427,300)

Travel trailers	96,900
Folding camping trailers	42,300
Truck campers	11,000
Motor homes	72,900
Van conversions	204,200

1987

(Total Shipments—400,200)

Travel trailers	92,800
Folding camping trailers	41,600
Truck campers	10,100
Motor homes	73,800
Van conversions	181,900

1986**

(Total Shipments—379,500)

Travel trailers	86,000
Truck campers	7,400
Camping trailers	36,500
Motor homes	67,700
Van conversions	181,900

1985**

(Total Shipments—359,200)

Travel trailers	82,900
Truck campers	6,900
Camping trailers	35,900
Motor homes	68,700
Van conversions	164,800

1984**

(Total Shipments—398,200)

Travel trailers	92,400
Truck campers	7,600
Folding camper trailers	40,900
Motor homes	82,000
Van conversions	175,300

1983**

(Total Shipments—358,000)

Travel trailers	90,000
Truck campers	6,800
Folding campers	37,500
Motor homes	69,500
Van conversions	154,200

1982**

(Total Shipments—258,000)

Travel trailers	65,500
Truck campers	5,700
Folding camping trailers	34,300
Motor homes	41,200
Van conversions	111,300

1981**

(Total Shipments—239,100)

Travel trailers	63,800
Truck campers	5,100
Fold-down camping trailers	35,000
Motor homes	35,400
Van conversions	99,800

1980**

(Total Shipments—181,400)

Travel trailers	51,900
Truck campers	5,000
Fold-down camping trailers	24,500
Motor homes	28,600
Van conversions	71,400

1979**

(Total Shipments—303,300)

Travel trailers	90,200
Truck campers	13,800
Fold-down camping trailers	31,100
Motor homes	64,100
Van conversions	104,100

1978**

(Total Shipments—526,300)

Travel trailers	159,800
Truck campers	48,200
Fold-down camping trailers	48,200
Motor homes	157,200
Van conversions	136,400

1977

(Total Shipments—745,600)

Travel trailers	167,900
Truck campers	31,900
Fold-down camping trailers	53,900
Motor homes	280,200
Pickup covers	211,700

1976

(Total Shipments—656,300)

Travel trailers	189,700
Truck campers	42,000
Camping trailers	53,300
Motor homes	156,100
Pickup covers	215,200

1975

(Total Shipments—552,100)

Travel trailers	150,600
Truck campers	44,300
Camping trailers	48,100
Motor homes	96,600
Pickup covers	212,500

1974

(Total Shipments—529,200)

Travel trailers	126,300
Truck campers	45,400
Camping trailers	55,200
Motor homes*	68,900
Pickup covers	233,400

NOTES: **—Pickup covers no longer included in RVIA shipments
*—Imports of Volkswagen Campmobile motor home included only in 1972–74 totals

SOURCE: Recreation Vehicle Industry Assn.

1988 truck and bus registrations by state

State	Trucks & Buses
Alabama	894,000
Alaska	129,000
Arizona	715,000
Arkansas	520,000
California	4,808,000
Colorado	853,000
Connecticut	166,000
Delaware	112,000
D.C.	16,000
Florida	2,224,000
Georgia	1,522,000
Hawaii	84,000
Idaho	393,000
Illinois	1,448,000
Indiana	962,000
Iowa	779,000
Kansas	694,000
Kentucky	930,000
Louisiana	943,000
Maine	226,000
Maryland	600,000
Massachusetts	498,000
Michigan	1,524,000
Minnesota	717,000
Mississippi	413,000
Missouri	1,088,000
Montana	231,000
Nebraska	445,000
Nevada	233,000
New Hampshire	190,000
New Jersey	593,000
New Mexico	477,000
New York	1,270,000
North Carolina	1,474,000
North Dakota	267,000
Ohio	1,601,000
Oklahoma	946,000
Oregon	571,000
Pennsylvania	1,538,000
Rhode Island	*118,000*
South Carolina	610,000
South Dakota	271,000
Tennessee	831,000
Texas	3,879,000
Utah	359,000
Vermont	121,000
Virginia	1,106,000
Washington	1,122,000
West Virginia	385,000
Wisconsin	714,000
Wyoming	203,000
Total U.S.	**42,813,000**

*SOURCE: U.S. Department of Transportation, Federal Highway Administration

1988 U.S. new truck registrations rise by 4.98% to set a record

Based on R.L. Polk & Co. Statistical Report

	6,000 & less GVW Group 1	6,001-10,000 GVW Group 2	10,001-14,000 GVW Group 3	14,001-16,000 GVW Group 4	16,001-19,500 GVW Group 5	19,501-26,000 GVW Group 6	26,001-33,000 GVW Group 7	33,001 & over GVW Group 8	Total 1988	Total 1987
Dodge	452,635	114,219							566,854	562,930
Plymouth	190,932								190,932	138,069
Jeep	231,185	14,418							245,603	205,106
Total Chrysler Corp.	**874,752**	**128,637**							**1,003,389**	**906,105**
Ford	**777,684**	**665,881**		**17,402**		**9,734**	**32,995**	**13,660**	**1,517,356**	**1,433,910**
Freightliner								24,009	24,009	23,482
Mercedes-Benz						1,136	1,944		3,080	3,987
Total Daimler-Benz Corp.						**1,136**	**1,944**	**24,009**	**27,089**	**27,469**
Chevrolet	789,423	496,316	26,946	2,016	284	7,804	8,135	367	1,331,291	1,166,155
GMC	186,878	163,967	2,761	850	5,194	10,612	14,918	1,684	386,864	337,034
Total GM Corp.	**976,301**	**660,283**	**29,707**	**2,866**	**5,478**	**18,416**	**23,053**	**2,051**	**1,718,155**	**1,503,189**
Navistar				198	321	26,331	23,975	34,090	84,915	70,481
Mack						1,625	2,554	20,749	24,928	22,666
Kenworth							436	16,848	17,284	14,572
Peterbilt							381	16,638	17,019	12,551
Total Paccar Corp.							**817**	**33,486**	**34,303**	**27,123**
Autocar								293	293	1,480
Volvo							1,518	278	1,796	2,365
White								1,683	1,883	8,383
Total Volvo GM Corp.								**12,626**	**12,626**	
Western Star								1,446	1,446	1,423
Miscellaneous Domestic		1,461		5,452	1,143		59	1,849	9,964	6,872
Other Imports	755,090	2,308	7,681	1,143	2,604	1,837	2,150	144	772,957	952,422
Grand Total	**3,383,827**	**1,458,570**	**37,388**	**27,061**	**9,546**	**59,079**	**89,065**	**148,864**	**5,211,100**	**4,963,888**

Compiled from R.L. Polk & Co. data.

Annual new U.S. truck registrations for 20 years, by make

	Chevrolet	Chrysler Corp.	Daimler-Benz	Dodge①	Ford	Freightliner②	GMC	Navistar	Jeep	Kenworth③	Mack	Paccar Corp.	Peterbilt③	Plymouth	Volvo GM*	Western Star	Total
1969	670,890	—	—	130,446	679,237	—	139,449	137,888	36,017	5,592	15,655	—	3,630	—	21,321	—	1,888,812
1970	557,997	—	—	137,509	666,613	5,867	125,657	143,195	33,984	5,320	17,740	—	3,457	—	12,139	—	1,790,177
1971	647,258	—	—	159,778	700,635	6,495	144,112	158,194	36,354	6,739	15,582	—	4,296	—	10,622	—	1,993,186
1972	802,755	—	—	269,333	858,630	9,244	174,794	189,210	50,926	9,232	20,005	—	5,698	—	11,312	—	2,513,952
1973	991,099	—	—	325,051	995,156	12,483	213,797	199,875	68,227	11,601	24,075	—	6,869	—	13,906	—	3,029,074
1974	860,358	—	—	292,213	865,000	11,713	183,755	161,375	96,835	10,489	22,710	—	8,428	—	13,582	—	2,656,918
1975	815,595	—	—	282,271	747,807	6,237	170,186	111,352	85,111	5,633	13,718	—	4,801	—	7,137	—	2,397,417
1976	1,052,438	—	—	399,644	950,933	7,075	255,360	100,657	107,487	8,024	14,696	—	5,839	—	7,348	—	3,058,009
1977	1,133,201	—	—	460,623	1,139,224	9,928	280,776	108,753	124,843	12,330	22,994	—	9,453	—	10,844	—	3,509,328
1978	1,275,787	—	—	464,470	1,314,251	11,725	329,185	116,574	163,548	14,345	27,390	—	9,454	—	13,292	—	3,963,340
1979	1,085,855	—	—	371,970	1,123,605	14,308	283,329	116,739	145,583	14,893	29,265	—	8,693	—	12,512	—	3,472,209
1980	737,788	—	—	256,829	784,132	11,473	181,252	74,484	81,923	11,163	21,743	—	7,008	—	7,664	—	2,476,777
1981	650,460	—	—	166,363	697,213	9,095	160,703	61,792	58,257	10,379	19,698	—	6,654	—	2,857	—	2,185,489
1982	758,107	—	—	218,078	733,120	7,292	212,908	45,902	62,097	7,344	[illegible]	—	5,781	—	2,669	—	2,430,471
1983	904,672	263,687	13,999	253,500	942,568	11,111	247,970	50,526	76,453	7,972	15,038	15,998	8,026	—	9,439	—	2,976,556
1984	1,090,178	504,061	18,889	—	1,162,834	—	305,206	66,713	148,292	—	25,617	26,732	—	—	10,084	—	4,048,998
1985	1,256,964	600,951	23,310	—	1,245,805	—	347,577	73,463	182,210	—	29,514	24,286	—	—	13,580	—	4,675,192
1986	1,245,768	575,571	21,073	—	1,348,988	—	340,877	68,522	195,973	—	21,829	21,110	—	—	11,919	—	4,801,021
1987	1,166,155	906,105	27,469	562,930	1,433,910	23,482	337,034	70,481	205,106	14,572	22,666	27,123	12,551	138,069	12,089	131	4,963,888
1988	1,331,291	1,003,389	27,089	566,854	1,517,356	24,009	386,864	84,915	245,603	17,284	24,928	34,303	17,019	190,932	12,626	136	5,211,100

SOURCE: R.L. Polk & Co.

NOTE: Totals from 1969-1980 include Brockway and Diamond Reo registrations — not shown here.

* Numbers up to 1983 reflect White Motor as an independent operator; From 1984 through 1987, they reflect combined Volvo White operations. From 1988 on, they reflect Volvo GM heavy trucks as a new joint venture operation in Class 8.

① Dodge included in Chrysler Corp. totals in 1983-1986. Dodge and Plymouth totals are broken out in 1987 and 1988.

② Freightliner included in White totals until 1970, included in Daimler-Benz beginning in 1983.

③ Kenworth, Peterbilt included in Paccar totals beginning in 1983.

1989-model U.S. passenger car specifications

New-car specifications are compiled by Automotive News from information supplied by automakers, car divisions, vehicle importers, the Motor Vehicle Manufacturers Association and other sources. Base models are listed. Upgraded-trim versions with no changes in engines or dimensions are not listed.

Engine classifications are: I — inline; V — V-shaped block; H — horizontally opposed; R — rotary.

Carburetion classifications are: 2V — two-barrel carburetor; 4V — four-barrel carburetor; FI — electronic fuel injection; MFI — multipoint fuel injection; TBI — throttle-body fuel injection; SFI — sequential fuel injection.

Drive system classifications are: F — front-wheel drive; R — rear-wheel drive; 4wd — four-wheel drive.

New-car dimensions and capacities are explained at the top of the chart. Every reasonable precaution has been taken to insure accuracy, but Automotive News cannot assume any liablity by reason of inaccuracies or omissions. Specifications are subject to change without notice.

Make and Model	Dimensions									Engines							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase w/filter (qts.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in ft.)
ACURA Integra 3-dr.	96.5	168.7	65.6	52.9	2,313	38.0	41.3	55.9	56.5	I-4	2.95 x 3.54	1.6/97	FI	9.5	118@6,500	103@5,500	13.2	5.9	4.5	4.21	F	14	33.5
Integra 5-dr.	99.2	171.5	65.6	52.9	2,390	38.0	41.3	55.9	56.5	I-4	2.95 x 3.54	1.6/97	FI	9.5	118@6,500	103@5,500	13.2	5.9	4.5	4.21	F	14	34.1
Legend Coupe	106.5	188.0	68.7	53.9	3,139	37.2	42.9	59.1	59.1	V-6	3.43 x 2.95	2.7/163.2	SFI	9.0	160@5,900	162@4,500	18.0	9.3	6.0	4.20	F	15	36.4
Legend Sedan	108.7	190.6	68.9	54.7	3,170	38.4	43.4	59.1	57.5	V-6	3.43 x 2.95	2.7/163.2	SFI	9.0	160@5,900	162@4,500	18.0	9.3	6.0	4.20	F	15	37.1
ALFA ROMEO Milano	98.8	170.5	64.2	53.1	2,907	37.2	38.2	54.3	54.1	V-6	3.46 x 2.69	2.5/152.0	FI	9.0	154@5,500	152@3,200	17.6	10.6	7.6	4.10	R	14	33.1
Milano 3.0	98.8	170.5	64.2	53.1	2,907	37.2	38.2	54.3	54.1	V-6	3.66 x 2.86	3.0/180.6	FI	9.5	183@5,800	181@3,000	17.6	10.6	7.6	3.55	R	15	33.1
Spider	88.6	168.8	64.1	48.8	2,548	33.9	29.5	52.1	50.1	I-4	3.31 x 3.48	2.0/119.6	FI	9.0	115@5,500	119@2,750	12.2	10.3	4.5	4.10	R	14	34.5
ASTON MARTIN Volante Convertible	102.8	188.2	72.0	53.9	4,101	N.A.	N.A.	60.2	61.5	V-8	3.94 x 3.35	5.3/326	SFI	8.1	N.A.	N.A.	27.5	19.2	12.0	3.54	R	15	38.0
Lagonda 4-dr. Sedan	114.6	208.0	71.5	52.0	4,622	N.A.	N.A.	52.0	59.1	V-8	3.94 x 3.35	5.3/326	SFI	8.1	N.A.	N.A.	27.5	19.2	12.0	3.54	R	16	38.0
Vantage Volante Convertible	102.8	188.2	72.0	53.9	4,101	N.A.	N.A.	61.2	62.4	V-8	3.94 x 3.35	5.3/326	SFI	8.1	N.A.	N.A.	27.5	19.2	12.0	3.54	R	16	38.0
AUDI 80	100.2	176.3	66.7	55.0	2,612	37.8	42.2	55.6	56.3	I-4	3.25 x 3.65	2.0/121	MFI	10.5	108@5,300	121@3,200	15.9	7.4	3.2	4.11	F	14	33.8
80 Quattro	99.9	176.3	66.7	54.8	2,954	37.8	42.2	55.6	56.3	I-5	3.25 x 3.40	2.3/141	MFI	10.0	130@5,700	140@4,500	18.5	8.6	3.7	4.11	4	14	33.8
90	100.2	176.3	66.7	54.8	2,789	37.8	42.2	55.6	56.3	I-5	3.25 x 3.40	2.3/141	MFI	10.0	130@5,700	140@4,500	18.0	8.6	3.7	3.70	F	14	33.8
90 Quattro	99.9	176.3	66.7	54.8	2,976	37.8	42.2	55.6	56.3	I-5	3.25 x 3.40	2.3/141	MFI	10.0	130@5,700	140@4,500	18.5	8.6	3.7	4.11	4	14	33.8
100	105.6	192.7	71.4	55.9	3,042	37.9	41.1	58.1	58.5	I-5	3.25 x 3.40	2.3/141	MFI	10.0	130@5,600	140@4,000	21.1	8.5	5.0	3.89	F	15	34.2
100 E	105.6	192.7	71.4	55.9	3,020	37.9	41.1	58.1	58.5	I-5	3.25 x 3.40	2.3/141	MFI	10.0	130@5,600	140@4,000	21.1	8.5	5.0	3.25	F	14	34.2
100 Wagon	105.6	192.7	71.4	55.9	3,153	37.9	41.1	58.1	58.5	I-5	3.25 x 3.40	2.3/141	MFI	10.0	130@5,600	140@4,000	21.1	8.5	5.0	3.89	F	15	34.2
100 Quattro	105.9	192.7	71.4	55.9	3,263	37.9	41.1	58.1	58.8	I-5	3.25 x 3.40	2.3/141	MFI	10.0	130@5,600	140@4,000	20.6	8.5	5.0	4.11	4	15	34.2
200	105.6	192.7	71.4	55.9	3,263	37.9	41.1	58.1	58.0	I-5	3.19 x 3.40	2.2/136	MFI	7.8	162@5,500	177@3,000	21.1	8.5	5.0	3.89	F	15	34.2
200 Quattro	105.9	192.7	71.4	55.9	3,483	37.9	41.1	58.1	58.8	I-5	3.19 x 3.40	2.2/136	MFI	7.8	162@5,500	177@3,000	20.6	8.5	5.0	3.89	4	15	34.2
200 Quattro Wagon	105.9	192.7	71.4	55.9	3,572	37.9	41.1	58.1	58.8	I-5	3.19 x 3.40	2.2/136	MFI	7.8	162@5,500	177@3,000	20.6	8.5	5.0	3.89	4	15	34.2
BMW 325i 2-dr.	101.2	170.3	64.8	54.3	2,810	37.7	39.6	55.4	55.7	I-6	3.31 x 2.95	2.5/152	MFI	8.8	168@5,800	164@4,300	16.4	11.0	4.5	3.73	R	14	34.4
325i 4-dr.	101.2	170.3	64.8	54.3	2,854	37.7	39.6	55.4	55.7	I-6	3.31 x 2.95	2.5/152	MFI	8.8	168@5,800	164@4,300	16.4	11.0	4.5	3.73	R	14	34.4
325i Convertible	101.2	175.2	64.8	53.9	2,990	37.7	39.6	55.4	55.7	I-6	3.31 x 2.95	2.5/152	MFI	8.8	168@5,800	164@4,300	16.4	11.0	4.5	3.73	R	14	34.4
325is	101.2	170.3	64.8	54.3	2,845	37.7	39.6	55.4	55.7	I-6	3.31 x 2.95	2.5/152	MFI	8.8	168@5,800	164@4,300	16.4	11.0	4.5	3.73	R	14	34.4
325ix 2-dr.	101.2	170.3	65.4	55.1	3,000	38.5	39.6	55.9	55.7	I-6	3.31 x 2.95	2.5/152	MFI	8.8	168@5,800	164@4,300	16.4	11.0	4.5	3.91	4	15	36.4
325ix 4-dr.	101.2	170.3	65.4	55.1	3,044	38.5	39.6	55.9	55.7	I-6	3.31 x 2.95	2.5/152	MFI	8.8	168@5,800	164@4,300	16.4	11.0	4.5	3.91	4	15	36.4
M3	101.0	171.1	66.1	53.9	2,865	37.7	39.6	55.6	56.1	I-4	3.68 x 3.31	2.3/140	MFI	10.5	192@6,750	170@4,750	14.5	10.0	5.2	4.10	R	15	36.4
525i	108.7	185.8	68.9	55.6	3,395	38.5	42.0	57.7	58.5	I-6	3.31 x 2.95	2.5/152	MFI	8.8	168@5,800	164@4,300	21.1	11.0	5.0	3.73	R	15	36.1
535i	108.7	185.8	68.9	55.6	3,530	38.5	42.0	57.7	58.5	I-6	3.62 x 3.39	3.5/209	MFI	9.0	208@5,700	225@4,000	21.1	12.7	6.1	3.45	R	15	36.1
635CSi	103.3	189.6	67.9	53.7	3,530	37.7	41.7	56.5	57.6	I-6	3.62 x 3.39	3.5/209	MFI	9.0	208@5,700	225@4,000	16.6	12.7	6.1	3.64	R	15	37.4
M6	103.3	189.6	67.9	53.3	3,570	37.7	41.7	56.3	57.7	I-6	3.68 x 3.31	3.5/211	MFI	9.8	256@6,500	242@4,500	16.6	12.7	6.9	3.91	R	16	38.7
735iL	116.0	197.8	72.6	55.1	4,015	38.3	42.0	60.2	61.3	I-6	3.62 x 3.39	3.5/209	MFI	9.0	208@5,700	225@4,000	24.0	12.7	6.1	3.91	R	15	39.4
735i	111.5	193.3	72.6	55.6	3,835	38.3	42.0	60.1	61.0	I-6	3.62 x 3.39	3.5/209	MFI	9.0	208@5,700	225@4,000	21.5	6.1	12.7	3.91	R	15	38.1
750iL	116.0	197.8	72.6	55.1	4,235	38.3	42.0	60.2	61.3	V-12	3.31 x 2.95	5.0/304	MFI	8.8	296@5,200	332@4,100	24.0	7.9	15.8	3.15	R	15	39.4
BUICK Skyhawk 2-dr. Coupe	101.2	179.3	65.0	54.0	2,420	37.4	42.1	55.6	55.2	I-4	3.39 x 3.39	2.0/121	FI	9.0	90@5,600	108@3,200	13.6	7.9	5.0	3.45	F	13	34.3
Skyhawk 4-dr. Sedan	101.2	181.7	65.0	54.0	2,469	38.2	42.2	55.6	55.2	I-4	3.39 x 3.39	2.0/121	FI	9.0	90@5,600	108@3,200	13.6	7.9	5.0	3.45	F	13	34.3
Skyhawk 4-dr. Wagon	101.2	[illegible]1.7	65.0	54.4	2,551	38.3	42.2	55.4	55.2	I-4	3.39 x 3.39	2.0/121	FI	9.0	90@5,600	108@3,200	13.6	7.9	5.0	3.45	F	13	34.3
Skylark 2-dr. Coupe	103.4	180.0	66.6	52.1	2,583	37.1	34.3	55.6	55.2	I-4	4.00 x 3.00	2.5/151	TBI	9.0	110@5,200	135@3,200	13.6	7.8	5.0	2.84	F	13	37.8
Skylark 4-dr. Sedan	103.4	180.0	66.6	52.1	2,640	37.1	34.3	55.6	55.2	I-4	4.00 x 3.00	2.5/151	TBI	9.0	110@5,200	135@3,200	13.6	7.8	5.0	2.84	F	13	37.8
Century 2-dr. Coupe	104.9	189.1	69.4	53.7	2,725	38.6	42.1	58.7	56.7	I-4	4.00 x 3.00	2.5/151	TBI	9.0	98@4,800	135@3,200	15.7	9.8	4.0	2.84	F	14	38.5
Century 4-dr. Sedan	104.9	189.1	69.4	54.2	2,769	38.6	42.1	58.7	56.7	I-4	4.00 x 3.00	2.5/151	TBI	9.0	98@4,800	135@3,200	15.7	9.8	4.0	2.84	F	14	38.5
Century 4-dr. Wagon	104.9	190.9	69.4	54.2	2,905	38.6	42.1	58.7	56.7	I-4	4.00 x 3.00	2.5/151	TBI	9.0	98@4,800	135@3,200	15.7	9.8	4.0	2.84	F	14	38.5
Regal 2-dr. Coupe	107.5	192.2	72.5	53.0	3,144	37.8	42.3	59.3	58.0	V-6	3.50 x 2.99	2.8/173	MFI	8.9	130@4,500	170@3,600	16.5	11.3	5.0	3.33	F	14	39.0
Reatta 2-dr. Coupe	98.5	183.5	73.0	51.2	3,394	36.9	43.1	60.3	60.3	V-6	3.80 x 3.40	3.8/231	SFI	8.5	165@4,800	210@2,000	18.2	11.0	5.0	2.97	F	15	37.9
LeSabre 2-dr. Coupe	110.8	196.5	72.4	54.7	3,227	38.1	42.4	60.3	59.8	V-6	3.80 x 4.40	3.8/231	SFI	8.5	165@4,800	210@2,000	18.0	11.7	5.0	2.84	F	14	39.7
LeSabre 4-dr. Sedan	110.8	196.5	72.4	55.4	3,267	38.9	42.4	60.3	59.8	V-6	3.80 x 4.40	3.8/231	SFI	8.5	165@4,800	210@2,000	18.0	11.7	5.0	2.84	F	14	39.7
LeSabre T-Type 2-dr. Coupe	110.8	196.5	72.4	54.7	3,300	38.1	42.4	60.3	59.8	V-6	3.80 x 4.40	3.8/231	SFI	8.5	165@4,800	210@2,000	18.0	11.7	5.0	2.97	F	15	39.7

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PRODUCTS/SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase w/filter (qts.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in ft.)
Electra 4-dr. Sedan	110.8	196.9	72.4	54.3	3,289	39.3	42.4	60.3	59.8	V-6	3.80 x 4.40	3.8/231	SFI	8.5	165@4,800	210@2,000	18.0	11.7	5.0	2.84	F	14	39.2
LeSabre Estate 4-dr. Wagon	115.9	220.5	79.3	59.3	4,209	39.6	42.2	62.2	64.0	V-8	3.80 x 3.39	5.0/307	4V	8.0	140@3,200	255@2,000	22.0	15.6	5.0	2.93	R	14	41.4
Electra Estate 4-dr. Wagon	115.9	220.5	79.3	59.3	4,273	39.3	42.2	62.2	64.0	V-8	3.80 x 3.39	5.0/307	4V	8.0	140@3,200	255@2,000	22.0	15.6	5.0	2.93	R	14	41.4
Riviera 2-dr. Coupe	108.0	198.3	71.7	53.6	3,434	37.8	42.7	59.9	59.9	V-6	3.80 x 3.40	3.8/231	SFI	8.5	165@4,800	210@2,000	18.2	11.7	5.0	2.84	F	15	37.5
OPTIONAL ENGINES: Skylark										I-4	3.62 x 3.35	2.3/138	MFI	9.5	150@5,200	160@4,000							
Skylark, Century										V-6	3.70 x 3.16	3.3/204	MFI	9.0	160@5,200	185@2,000							
CADILLAC Allante 2-dr.	99.4	178.6	73.5	52.2	3,492	37.2	43.2	60.4	60.4	V-8	3.62 x 3.31	4.5/273	SFI	9.0	200@4,400	270@3,200	22.0	12.07	7.0	3.21	F	16	36.1
Seville 2-dr. Coupe	108.0	190.8	70.9	53.7	3,469	37.8	42.5	59.9	59.9	V-8	3.62 x 3.31	4.5/273	FI	9.0	155@4,000	240@2,800	18.8	12.07	6.0	2.97	F	15	39.5
Coupe DeVille 2-dr.	110.8	202.7	73.3	54.9	3,402	39.3	42.4	60.3	59.8	V-8	3.62 x 3.31	4.5/273	FI	9.0	155@4,000	240@2,800	18.0	12.07	6.0	2.97	F	15	39.8
Sedan DeVille 4-dr.	113.8	205.6	73.3	55.2	3,475	39.3	42.4	60.3	59.8	V-8	3.62 x 3.31	4.5/273	FI	9.0	155@4,000	240@2,800	18.0	12.07	6.0	2.97	F	15	41.0
Fleetwood 2-dr. Coupe	110.8	202.7	73.3	54.9	3,459	39.3	42.4	60.3	59.8	V-8	3.62 x 3.31	4.5/273	FI	9.0	155@4,000	240@2,800	18.0	12.07	6.0	2.97	F	15	39.8
Fleetwood 4-dr. Sedan	113.8	205.6	73.3	55.2	3,545	39.3	42.4	60.3	59.8	V-8	3.62 x 3.31	4.5/273	FI	9.0	155@4,000	240@2,800	18.0	12.07	6.0	2.97	F	15	41.0
Fleetwood 60 Special 4-dr	113.8	205.6	73.3	55.2	3,598	39.3	42.4	60.3	59.8	V-8	3.62 x 3.31	4.5/273	FI	9.0	155@4,000	240@2,800	18.0	12.07	6.0	2.97	F	15	41.0
Eldorado 4-dr. Sedan	108.0	191.4	71.7	53.7	3,421	37.8	42.5	59.9	59.9	V-8	3.62 x 3.31	4.5/273	FI	9.0	155@4,000	240@2,800	18.8	12.07	6.0	2.97	F	15	39.5
Brougham 4-dr. Sedan	121.5	221.0	76.5	56.7	4,190	39.0	42.0	61.7	60.7	V-8	3.80 x 3.39	5.0/307	4V	8.0	140@3,200	255@2,000	25.0	15.2	5.0	2.93	R	15	40.5
CHEVROLET Corvette Coupe	96.2	176.5	71.0	46.7	3,223	36.4	42.6	59.6	60.4	V-8	4.00 x 3.48	5.7/350	TBI	9.5	240@4,000	335@3,200	20.0	14.7	5.0	3.54	R	17	40.0
Corvette Convertible	96.2	176.5	71.0	46.4	3,263	36.5	42.6	59.6	60.4	V-8	4.00 x 3.48	5.7/350	TBI	9.5	240@4,000	335@3,200	20.0	14.7	5.0	3.54	R	17	40.0
Camaro Coupe	101.0	192.0	72.8	50.3	3,082	37.0	43.0	60.0	60.9	V-6	3.50 x 2.99	2.8/173	MFI	8.9	135@4,900	160@3,900	15.5	12.8	5.0	3.42	R	15	38.5
Camaro IROC-Z	101.0	192.0	72.8	50.3	3,099	37.0	43.0	60.0	60.9	V-8	3.74 x 3.48	5.0/305	FI	9.3	170@4,000	255@2,400	15.5	16.4	6.0	3.08	R	15	40.3
Cavalier Coupe	101.2	178.6	66.0	52.0	2,450	37.8	42.9	55.6	55.2	I-4	3.50 x 3.15	2.0/121	FI	9.0	90@5,600	108@3,200	13.6	8.8	5.0	3.45	F	13	34.3
Cavalier Sedan	101.2	178.6	66.3	53.6	2,450	38.6	42.2	55.6	55.2	I-4	3.50 x 3.15	2.0/121	FI	9.0	90@5,600	108@3,200	13.6	8.8	5.0	3.45	F	13	34.3
Cavalier Wagon	101.2	177.9	66.3	54.3	2,450	38.3	42.2	55.6	55.2	I-4	3.50 x 3.15	2.0/121	FI	9.0	90@5,600	108@3,200	13.6	8.8	5.0	3.45	F	13	34.3
Cavalier Z24 Coupe	101.2	178.6	66.0	52.0	2,590	37.8	42.9	55.6	55.2	V-6	3.50 x 2.99	2.8/173	MFI	8.9	125@4,500	160@3,600	13.6	11.1	5.0	3.61	F	13	34.3
Cavalier Z24 Convertible	101.2	178.7	66.0	52.5	2,700	39.1	42.9	55.6	55.2	V-6	3.50 x 2.99	2.8/173	MFI	8.9	125@4,500	160@3,600	13.6	11.3	5.0	3.61	F	13	34.3
Corsica Sedan	103.4	183.4	68.2	56.2	2,595	38.1	43.4	55.8	55.3	I-4	3.50 x 3.15	2.0/121	FI	9.0	90@5,600	108@3,200	13.6	8.8	5.0	3.83	F	15	35.5
Beretta Coupe	103.4	187.2	68.2	55.3	2,631	38.0	43.4	55.6	56.6	I-4	3.50 x 3.15	2.0/121	FI	9.0	90@5,600	108@3,200	13.6	8.8	4.0	3.83	F	15	37.8
Celebrity Sedan	104.9	188.3	69.3	54.1	2,751	38.6	42.1	58.7	57.0	I-4	4.00 x 3.00	2.5/151	MFI	8.3	98@4,800	135@3,200	15.7	9.8	4.0	2.84	F	15	36.9
Celebrity Wagon	104.9	190.8	69.3	54.3	2,888	38.6	42.1	58.7	57.0	I-4	4.00 x 3.00	2.5/151	MFI	8.3	98@4,800	135@3,200	15.7	9.8	4.0	2.84	F	15	36.9
Caprice Sedan	116.0	212.2	75.4	56.4	3,693	39.5	42.2	61.7	60.7	V-8	3.74 x 3.48	5.0/305	FI	9.3	170@4,000	225@2,400	24.5	15.8	6.0	2.73	R	15	38.7
Caprice Classic Sedan	116.0	212.8	75.4	56.4	3,713	39.3	42.2	61.7	60.7	V-8	3.74 x 3.48	5.0/305	FI	9.3	170@4,000	225@2,400	24.5	15.8	6.0	2.73	R	15	38.7
Caprice Classic Wagon	116.0	215.7	79.3	58.2	4,192	39.6	42.2	62.2	64.1	V-8	3.80 x 3.39	5.0/307	4V	8.0	140@3,200	255@2,000	22.0	15.6	5.0	2.93	R	15	39.7
OPTIONAL ENGINES: Camaro										V-8	4.00 x 3.48	5.7/350	MFI	9.3	230@4,400	330@3,200							
Camaro										V-8	3.74 x 3.48	5.0/305	MFI	9.3	220@4,400	290@3,200							
Corsica, Beretta										V-6	3.50 x 3.15	2.8/173	MFI	8.9	130@4,700	160@3,600							
Cavalier, Celebrity										V-6	3.50 x 2.99	2.8/173	MFI	8.9	125@4,500	160@3,600							
CHRYSLER TC by Maserati 2-dr Convertible*	93.0	175.8	68.5	51.9	3,250	37.4	42.4	57.5	57.6	I-4	3.44 x 3.62	2.2/135	MFI	7.3	200@5,500	220@3,400	14.0	9.0	5.0	2.64	F	15	39.2
Conquest TSi 2-dr. Hatchback*	95.9	173.2	68.3	50.2	3,031	36.6	40.7	57.7	57.3	I-4	3.59 x 3.86	2.6/156	FI	7.0	188@5,000	234@2,500	19.8	9.0	4.8	3.55	R	16	31.5
LeBaron 4-dr. Hatchback	103.1	180.4	68.3	53.0	2,714	38.3	41.1	57.6	57.2	I-4	3.44 x 3.62	2.2/135	FI	9.5	93@4,800	122@3,200	14.0	9.0	5.0	2.51	F	14	37.6
LeBaron GTS 4-dr. Hatchback	103.1	180.4	68.3	53.0	2,926	38.3	41.1	57.6	57.2	I-4	3.44 x 3.62	2.2/135	FI	8.1	174@5,200	200@2,400	14.0	9.0	5.0	2.74	F	15	40.0
LeBaron 2-dr. Coupe	100.3	184.9	68.5	50.9	2,810	37.6	42.4	57.6	57.6	I-4	3.44 x 4.09	2.5/153	FI	9.0	100@4,800	135@2,800	14.0	9.0	5.0	2.51	F	14	36.8
LeBaron 2-dr. Convertible	100.4	184.9	68.5	52.1	2,929	38.3	42.4	57.6	57.6	I-4	3.44 x 4.09	2.5/153	FI	9.0	100@4,800	135@2,800	14.0	9.0	5.0	2.51	F	14	36.8
New Yorker 4-dr. Sedan	104.3	193.6	68.5	53.5	3,228	38.3	41.9	57.6	57.6	V-6	3.59 x 2.99	3.0/181	MFI	8.9	141@5,000	171@2,800	16.0	9.5	5.0	2.36	F	14	40.5
Fifth Avenue 4-dr. Sedan	112.6	206.7	72.4	55.1	3,770	39.3	42.5	60.5	60.0	V-8	3.91 x 3.31	5.2/318	2V	9.1	140@3,600	265@2,000	18.0	15.5	5.0	2.26	R	15	40.7
OPTIONAL ENGINES: LeBaron										I-4	3.44 x 4.09	2.5/153	FI	9.0	100@4,800	135@2,800							
LeBaron Turbo										I-4	3.44 x 4.09	2.5/153	MFI	7.8	150@4,800	180@2,000							
TC by Maserati*										I-4	3.44 x 3.62	2.2/135	MFI	8.0	174@5,200	200@2,400							
*This engine is an intercooled turbo.																							
DAIHATSU Charade 3-dr. Hatchback	92.1	144.9	63.6	54.5	1,855	37.5	41.1	54.5	53.7	I-3	2.99 x 2.87	1.0/61	MFI	9.5	53@5,200	58@3,600	10.6	4.1	3.3	4.64	F	13	31.5
OPTIONAL ENGINES: Charade CLS, Charade CLX										I-4	2.99 x 2.81	1.3/79	MFI	9.5	80@6,000	74@4,400							
DODGE Omni 4-dr. Hatchback	99.1	163.2	66.8	53.0	2,296	38.1	42.1	56.1	55.7	I-4	3.44 x 3.62	2.2/135	FI	9.5	93@4,800	122@3,200	13.0	9.0	5.0	2.55	F	13	36.5
Colt 2-dr. Hatchback	93.9	158.7	65.6	52.0	2,205	38.3	41.9	56.3	56.3	I-4	2.97 x 3.23	1.5/90	MFI	9.4	81@5,500	91@3,000	13.2	4.4	4.0	3.45	F	13	36.2
Colt DL 4-dr. Wagon	93.7	169.3	63.8	53.7	2,271	37.7	40.6	55.5	52.8	I-4	2.97 x 3.23	1.5/90	MFI	9.4	75@5,500	87@2,500	12.4	4.5	4.0	4.02	F	13	39.0
Colt DL 4wd 4-dr. Wagon	93.9	169.3	63.8	56.1	2,568	37.7	40.6	55.5	53.5	I-4	3.17 x 3.39	1.8/107	MFI	9.0	87@5,000	102@3,000	12.4	5.5	4.1	5.08	4	14	39.0
Colt Vista 4-dr. Wagon	103.3	176.6	64.8	57.3	2,634	38.3	38.8	55.5	54.1	I-4	3.35 x 3.46	2.0/122	MFI	8.5	99@5,000	116@4,000	13.2	7.4	4.5	4.02	F	13	34.8
Colt Vista 4wd 4-dr. Wagon	103.5	176.6	64.8	59.4	2,955	38.3	38.8	55.3	54.5	I-4	3.35 x 3.46	2.0/122	MFI	8.5	99@5,000	116@4,000	14.5	7.4	4.5	3.71	4	14	34.8
Shadow 2-dr. Hatchback	97.0	171.7	67.3	52.7	2,602	38.3	41.5	57.6	57.2	I-4	3.44 x 3.62	2.2/135	EFI	9.5	93@4,800	122@3,200	14.0	9.0	5.0	2.51	F	14	34.0
Shadow 4-dr. Hatchback	97.0	171.7	67.3	52.7	2,642	38.3	41.5	57.6	57.2	I-4	3.44 x 3.62	2.2/135	EFI	9.5	93@4,800	122@3,200	14.0	9.0	5.0	2.51	F	14	34.0
Daytona 2-dr. Hatchback	97.0	179.2	69.3	50.1	2,751	37.1	42.4	57.5	57.6	I-4	3.44 x 4.09	2.5/153	FI	9.0	100@4,400	135@2,800	14.0	9.0	5.0	2.51	F	14	34.0

NOTE: This table has been compiled from information supplied by factories, distributors and directed sources. Every reasonable precaution has been taken to insure accuracy, but Automotive News cannot assume any liability by reason of inaccuracies or omissions. Specifications are subject to change without notice.

PRODUCTS/SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase w/filter (qts.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in ft.)
Daytona Shelby 2-dr. Hatchback*	97.0	178.4	69.8	50.6	2,951	37.1	42.4	57.5	57.6	I-4	3.44 x 3.62	2.2/135	FI	8.1	174@5,200	200@2,400	14.0	9.0	5.0	2.74	F	16	40.5
Aries 2-dr. Sedan	100.3	178.6	68.0	52.5	2,424	38.2	42.2	57.6	57.2	I-4	3.44 x 3.62	2.2/135	FI	9.5	93@4,800	122@3,200	14.0	9.0	5.0	2.51	F	13	35.0
Aries 4-dr. Sedan	100.3	178.6	68.0	52.9	2,450	38.6	42.2	57.6	57.2	I-4	3.44 x 3.62	2.2/135	FI	9.5	93@4,800	122@3,200	14.0	9.0	5.0	2.51	F	13	35.0
Lancer 4-dr. Hatchback	103.1	180.4	68.3	53.0	2,712	38.3	41.1	57.6	57.2	I-4	3.44 x 3.62	2.2/135	FI	9.5	93@4,800	122@3,200	14.0	9.0	5.0	2.51	F	14	37.6
Lancer-Shelby 4-dr. Hatchback	103.1	180.4	68.3	52.4	2,984	38.3	41.1	57.6	57.2	I-4	3.44 x 3.62	2.2/135	FI	8.1	174@5,200	200@2,400	14.0	9.0	5.0	2.74	F	15	40.0
Spirit 4-dr. Sedan	103.3	181.2	67.3	53.4	2,765	38.4	41.9	57.5	57.2	I-4	3.44 x 4.09	2.5/153	FI	8.9	100@4,800	135@2,800	16.0	9.0	5.0	2.51	F	14	37.6
Spirit ES 4-dr. Sedan	103.3	181.2	67.3	53.4	2,901	38.4	41.9	57.5	57.2	I-4	3.44 x 4.09	2.5/153	MFI	7.8	150@4,800	180@2,000	16.0	9.0	5.0	2.51	F	15	40.8
Diplomat 4-dr. Sedan	112.6	204.6	72.4	55.1	3,582	39.3	42.5	60.5	60.0	V-8	3.91 x 3.31	5.2/318	2V	9.1	140@3,600	265@2,000	18.0	15.5	5.0	2.26	R	15	40.7
Dynasty 4-dr. Sedan	104.3	192.0	68.5	53.5	2,992	38.3	41.9	57.6	57.6	I-4	3.44 x 4.09	2.5/153	FI	8.9	100@4,800	135@2,800	16.0	7.6	5.0	3.02	F	14	40.5
*This engine is an intercooled turbo.																							
OPTIONAL ENGINES: Colt GT Turbo										I-4	3.03 x 3.39	1.6/98	FI	8.0	135@6,000	141@3,000							
Daytona Turbo, Lancer Turbo, Shadow Turbo										I-4	3.44 x 4.09	2.5/153	MFI	7.8	150@4,800	180@2,000							
Aries, Lancer, Shadow										I-4	3.44 x 4.09	2.5/153	FI	9.0	100@4,800	135@2,800							
Spirit, Dynasty										V-6	3.59 x 2.99	3.0/181	MFI	8.9	141@5,000	171@2,800							
Diplomat										V-8	3.91 x 3.31	5.2/318	4V	8.0	175@4,000	250@3,200							
EAGLE Medallion 4-dr. Sedan	102.4	183.2	67.5	52.8	2,650	38.0	43.0	57.2	55.4	I-4	3.46 x 3.50	2.2/132	MFI	9.2	103@5,500	124@3,000	17.4	7.8	6.3	3.10	F	14	34.4
Medallion 4-dr. Wagon	108.3	189.7	67.5	53.1	2,809	38.0	43.0	57.2	55.4	I-4	3.46 x 3.50	2.2/132	MFI	9.2	103@5,500	124@3,000	17.4	7.8	6.3	4.11	F	14	35.9
Premier LX 4-dr. Sedan	106.0	192.8	70.0	53.3	2,889	38.5	43.8	58.6	57.1	I-4	3.88 x 3.19	2.5/150	MFI	9.2	111@4,750	142@2,500	17.0	8.7	5.0	2.62	F	14	35.9
Premier ES 4-dr. Sedan	106.0	192.8	70.0	53.3	3,044	38.5	43.8	58.6	57.1	V-6	3.66 x 2.87	3.0/181	MFI	9.3	150@5,000	171@3,600	17.0	8.7	6.0	2.66	F	15	35.9
Summit 4-dr. Sedan	96.7	170.1	65.7	52.8	2,271	39.1	41.9	56.3	56.3	I-4	2.97 x 3.23	1.5/90	MFI	9.4	81@5,500	91@3,000	13.2	4.4	4.0	4.02	F	13	37.0
OPTIONAL ENGINES: Summit DOHC										I-4	3.24 x 2.95	1.6/97	MFI	9.2	113@6,500	99@5,000							
FERRARI 328 GTS	92.5	168.7	68.1	40.1	3,170	N.A.	N.A.	58.0	57.8	V-8	3.27 x 2.90	3.2/194	FI	9.2	260@7,000	214@5,500	18.5	23.2	10.6	4.06	R	16	39.3
328 GTB	92.5	168.7	68.1	40.1	3,140	N.A.	N.A.	58.0	57.8	V-8	3.27 x 2.90	3.2/194	FI	9.2	260@7,000	214@5,500	18.5	23.2	10.6	4.06	R	16	39.3
Testarossa	100.4	176.6	77.8	44.5	3,660	N.A.	N.A.	59.8	65.4	H-12	3.22 x 3.07	4.9/302	FI	8.8	380@5,750	354@4,500	26.5	21.0	16.4	3.21	R	16	39.3
3.2 Mondial Coupe	104.3	178.5	70.6	48.6	3,400	N.A.	N.A.	59.8	59.4	V-8	3.27 x 3.90	3.2/194	FI	9.2	260@7,000	214@5,500	18.5	25.3	10.6	4.06	R	16	38.9
3.2 Mondial Cabriolet	104.3	178.5	70.6	49.8	3,400	N.A.	N.A.	59.8	59.4	V-8	3.27 x 3.90	3.2/194	FI	9.2	260@7,000	214@5,500	18.5	25.3	10.6	4.06	R	16	38.9
FORD Festiva 2-dr. Hatchback	90.2	140.5	63.2	55.3	1,713	38.8	40.6	55.1	54.5	I-4	2.79 x 3.29	1.3/81	2V	9.0	58@5,000	73@3,500	10.0	5.28	4.6	3.78	F	12	28.9
Escort 2-dr.	94.2	169.2	65.9	53.7	2,242	38.1	41.5	54.7	56.0	I-4	3.23 x 3.46	1.9/114	FI	9.0	90@4,600	106@3,400	11.5	7.9	4.0	2.85	F	14	35.7
Escort 4-dr.	94.2	169.4	65.9	53.7	2,310	38.1	41.5	54.7	56.0	I-4	3.23 x 3.46	1.9/114	FI	9.0	90@4,600	106@3,400	13.0	7.9	4.0	3.52	F	14	35.7
Escort 4-dr. Wagon	94.2	169.4	65.9	53.4	2,313	38.1	41.5	54.7	56.0	I-4	3.23 x 3.46	1.9/114	FI	9.0	90@4,600	106@3,400	13.0	7.9	4.0	3.52	F	14	35.7
Escort GT 2-dr.	94.2	169.0	65.9	53.7	2,442	38.1	41.5	54.9	56.1	I-4	3.23 x 3.46	1.9/114	FI	9.0	110@5,400	115@4,200	13.0	7.9	4.0	2.73	F	15	37.3
Probe 2-dr. Hatchback	99.0	177.0	67.9	51.8	2,715	37.3	42.5	57.3	57.7	I-4	3.39 x 3.70	2.2/133	FI	8.6	110@4,700	130@3,000	15.1	7.9	5.4	4.10	F	14	34.8
Probe GT 2-dr. Hatchback	99.0	177.0	68.5	51.8	2,870	37.3	42.5	57.3	57.7	I-4	3.39 x 3.70	2.2/133	FI	7.8	145@4,300	190@3,500	15.1	7.9	5.4	4.10	F	15	34.8
Tempo 2dr. Coupe	99.9	176.7	68.3	52.8	2,529	37.5	41.5	54.9	57.6	I-4	3.70 x 3.30	2.3/141	FI	9.0	98@4,400	124@2,200	15.4	8.1	5.0	2.56	F	14	36.9
Tempo 4-dr. Sedan	99.9	177.0	68.3	52.9	2,587	37.5	41.5	54.9	57.6	I-4	3.70 x 3.30	2.3/141	FI	9.0	98@4,400	124@2,200	15.4	8.1	5.0	2.56	F	14	36.9
Tempo 4wd 4-dr. Sedan	99.9	176.7	68.3	52.8	2,787	37.5	41.5	54.9	57.6	I-4	3.70 x 3.30	2.3/141	FI	9.0	100@4,400	130@2,600	14.2	8.1	5.0	3.07	F	14	40.3
Mustang 2-dr. Sedan	100.5	179.6	68.3	52.1	2,759	37.0	41.7	56.6	57.0	I-4	3.78 x 3.12	2.3/140	FI	9.5	88@4,000	132@2,600	15.4	8.6	5.0	3.45	R	14	37.4
Mustang 2-dr. Hatchback	100.5	179.6	68.3	52.1	2,824	37.0	41.7	56.6	57.0	I-4	3.78 x 3.12	2.3/140	FI	9.5	88@4,000	132@2,600	15.4	8.6	5.0	3.45	R	14	37.4
Mustang 2-dr. Convertible	100.5	179.6	68.3	52.1	2,960	37.6	41.7	56.6	57.0	I-4	3.78 x 3.12	2.3/140	FI	9.5	88@4,000	132@2,600	15.4	8.6	5.0	3.45	R	14	37.4
Taurus 4-dr. Sedan	106.0	188.4	70.8	54.3	2,956	38.3	41.7	61.6	60.5	I-4	3.70 x 3.60	2.5/153	MFI	9.0	90@4,400	130@2,600	16.0	8.5	4.5	3.26	F	14	38.1
Taurus 4-dr. Wagon	106.0	191.9	70.8	55.4	3,244	38.6	41.7	61.6	59.9	V-6	3.50 x 3.10	3.0/182	FI	9.3	140@4,800	160@3,000	16.0	10.0	4.5	3.37	F	14	38.1
Taurus SHO 4-dr. Sedan	106.0	188.4	70.8	54.3	3,078	38.3	41.7	61.6	60.5	V-6	3.50 x 3.15	3.0/182	SFI	9.8	220@6,200	200@4,800	18.6	8.5	5.0	3.74*	F	15	38.1
*This rear axle utilizes dual transfer ratios, with 3.74 for the first through fourth and a lower 2.73 axle ratio for fifth.																							
Thunderbird 2-dr. Coupe	113.0	198.7	72.7	52.7	3,581	38.1	42.5	61.6	60.2	V-6	3.80 x 3.40	3.8/232	SFI	9.0	140@3,800	215@2,400	19.0	10.7	4.5	3.27	R	15	35.6
Thunderbird 2-dr. Super Coupe	113.0	198.7	72.7	52.7	3,701	38.1	42.5	61.6	60.2	V-6	3.80 x 3.40	3.8/232	FI	8.2	210@4,000	315@2,600	19.0	10.7	4.5	2.73	R	16	35.6
Crown Victoria 4-dr. Sedan*	114.3	211.0	77.5	55.6	3,821	37.2	43.5	62.2	62.0	V-8	4.00 x 3.00	5.0/302	MFI	8.9	150@3,200	270@2,000	18.0	14.4	6.0	2.73	R	15	39.1
Crown Victoria 4-dr. Wagon*	114.3	215.7	79.3	56.5	3,978	39.1	43.5	62.2	62.0	V-8	4.00 x 3.00	5.0/302	SFI	8.9	150@3,200	270@2,000	18.0	14.4	6.0	3.08	R	15	39.1
*Crown Victoria is also available as Country Squire Sedan and Country Squire Wagon.																							
OPTIONAL ENGINES: Festiva										I-4	2.79 x 3.29	1.3/81	FI	9.7	63@5,000	73@3,000							
Tempo HSO										I-4	3.70 x 3.30	2.3/141	FI	9.0	100@4,400	130@2,600							
Mustang GT & Mustang LX										V-8	4.00 x 3.00	5.0/302	FI	9.0	225@4,200	300@3,200							
Taurus										V-6	3.80 x 3.40	3.8/232	SFI	9.0	140@3,800	215@2,200							
Crown Victoria										V-8	4.00 x 3.00	5.0/302	SFI	8.9	160@3,400	280@2,200							
GEO Metro 2-dr. Hatchback	89.2	146.1	62.0	52.4	1,585	38.0	41.7	55.4	54.6	I-3	2.91 x 3.03	1.0/61	FI	9.5	49@4,700	58@3,300	10.6	4.1	4.6	3.79	F	12	30.2
Metro LSi 2-dr. Hatchback	89.2	146.1	62.0	52.4	1,591	38.0	41.7	55.4	54.6	I-3	2.91 x 3.03	1.0/61	FI	9.5	55@5,700	58@3,300	10.6	4.1	4.6	4.10	F	12	30.2
Metro LSi 4-dr. Hatchback	93.1	150.0	62.7	53.5	1,640	38.8	42.5	53.7	52.8	I-3	2.91 x 3.03	1.0/61	FI	9.5	55@5,700	58@3,300	10.6	4.1	4.6	4.10	F	12	31.5
Prizm 4-dr. Sedan	95.7	170.7	65.2	52.4	2,321	38.3	40.9	56.3	55.5	I-4	3.19 x 3.03	1.6/98	MFI	9.5	102@5,800	101@4,800	13.2	5.6	3.2	3.72	F	13	31.5
Prizm 4-dr. Hatchback	95.7	170.7	65.2	52.4	2,376	38.3	40.9	56.3	55.3	I-4	3.19 x 3.03	1.6/98	MFI	9.5	102@5,800	101@4,800	13.2	5.6	3.2	3.72	F	13	31.5
Spectrum 3-dr. Hatchback	94.5	157.4	63.6	52.0	1,962	38.0	41.7	54.7	54.3	I-4	3.03 x 3.11	1.5/90	2V	9.6	70@5,400	87@3,400	11.1	6.8	4.0	3.58	F	13	32.8

PRODUCTS/SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase w/filter (qts.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in ft.)
Spectrum 4-dr. Sedan	94.5	160.2	63.6	52.0	1,989	37.7	41.7	54.7	54.3	I-4	3.03 x 3.11	1.5/90	2V	9.6	70@5,400	87@3,400	11.1	6.8	4.0	3.58	F	13	32.8
HONDA Civic Hatchback	98.4	156.1	65.6	52.5	2,013	38.2	43.3	57.1	57.3	I-4	2.95 x 3.33	1.5/91	FI	9.2	70@5,500	83@3,000	11.9	5.3	4.2	3.89	F	13	30.4
Civic DX Hatchback	98.4	156.1	65.6	52.5	2,088	38.2	43.3	57.1	57.3	I-4	2.95 x 3.33	1.5/91	FI	9.2	92@6,000	89@4,500	11.9	5.3	4.2	3.89	F	13	30.4
Civic Si Hatchback	98.4	156.1	65.6	52.5	2,161	38.2	43.3	57.1	57.3	I-4	2.95 x 3.54	1.6/97	MFI	9.1	108@6,000	100@5,000	11.9	5.7	4.2	4.25	F	14	30.4
Civic Sedan	98.4	166.6	65.9	53.5	2,147	38.5	43.1	57.1	57.3	I-4	2.95 x 3.33	1.5/91	FI	9.2	92@6,000	89@4,500	11.9	5.8	4.2	4.06	F	13	30.4
Civic 2wd Wagon	98.4	161.7	66.5	57.9	2,262	39.4	41.2	56.9	57.2	I-4	2.95 x 3.33	1.5/91	FI	9.2	92@6,000	89@4,500	11.9	5.8	4.2	4.06	F	13	30.4
Civic 4wd Wagon	98.4	161.6	66.5	58.9	2,515	39.4	41.2	56.8	57.2	I-4	2.95 x 3.54	1.6/97	MFI	9.1	108@6,000	100@5,000	11.9	5.7	4.2	4.43	4	14	30.4
CRX	90.6	147.8	65.7	50.1	2,048	37.0	40.8	57.1	57.3	I-4	2.95 x 3.33	1.5/91	FI	9.2	92@6,000	89@4,500	11.9	5.4	4.2	3.89	F	13	30.4
CRX HF	90.6	147.8	65.7	50.1	1,834	37.0	40.8	57.1	57.3	I-4	2.95 x 3.33	1.5/91	MFI	9.6	62@4,500	90@2,000	10.6	5.5	4.2	2.95	F	13	30.4
CRX Si	90.6	147.8	65.7	50.1	2,138	36.7	40.8	57.1	57.3	I-4	2.95 x 3.54	1.6/97	MFI	9.1	108@6,000	100@5,000	11.9	5.7	4.2	4.25	F	14	30.4
Accord Coupe	102.4	179.7	67.4	52.7	2,493	37.9	42.9	58.3	58.1	I-4	3.26 x 3.58	2.0/119	2V	9.1	98@5,500	109@3,500	15.9	6.6	3.7	3.87	F	13	34.8
Accord Hatchback	102.4	174.8	67.4	52.6	2,513	38.0	42.8	58.3	58.1	I-4	3.26 x 3.58	2.0/119	2V	9.1	98@5,500	109@3,500	15.9	6.6	3.7	3.87	F	13	34.8
Accord Sedan	102.4	179.7	67.4	53.4	2,500	38.7	42.8	58.3	58.1	I-4	3.26 x 3.58	2.0/119	2V	9.1	98@5,500	109@3,500	15.9	6.6	3.7	3.87	F	13	34.8
Prelude	101.0	175.6	67.3	49.2	2,571	36.9	43.1	58.3	57.9	I-4	3.19 x 3.74	2.0/119	2V	9.1	104@5,800	111@4,000	15.9	6.3	5.1	4.19	F	13	34.8
OPTIONAL ENGINES: Accord										I-4	3.26 x 3.58	2.0/119	MFI	9.3	120@5,800	122@4,000							
Prelude										I-4	3.19 x 3.74	2.0/119	MFI	9.0	135@6,200	127@4,500							
HYUNDAI Excel 3-dr. Hatchback	93.7	160.9	63.1	54.1	2,156	37.5	40.9	54.1	52.8	I-4	3.00 x 3.20	1.5/90	2V	9.4	68@5,500	82@3,500	10.6	5.8	3.7	3.47	F	13	33.8
Excel 5-dr. Hatchback	93.7	160.9	63.1	54.1	2,178	37.5	40.9	54.1	52.8	I-4	3.00 x 3.20	1.5/90	2V	9.4	68@5,500	82@3,500	10.6	5.8	3.7	3.47	F	13	33.8
Excel 4-dr. Sedan	93.7	168.0	63.1	54.1	2,178	37.5	40.9	54.1	52.8	I-4	3.00 x 3.20	1.5/90	2V	9.4	68@5,500	82@3,500	10.6	5.8	3.7	3.47	F	13	33.8
Sonata	104.3	184.3	68.9	55.4	2,684	38.5	42.4	57.3	56.7	I-4	3.41 x 3.94	2.4/143	MFI	8.5	110@4,500	138@3,500	15.8	11.6	4.2	4.07	F	14	35.7
INFINITI M30 2-dr. Coupe*	103.0	188.8	66.5	54.0	3,476	N.A.	N.A.	56.5	56.5	V-6	3.43 x 3.27	3.0/181	SFI	9.0	165@5,200	174@3,600	17.2	8.5	N.A.	3.92	R	15	32.2
*M30 Coupe, a 1990 model, will be introduced in fall 1989. A M30 Convertible will be added in 1990.																							
Q45 4-dr. Sedan*	113.4	199.8	71.9	56.3	3,860	N.A.	N.A.	62.0	62.0	V-8	3.66 x 3.26	4.5/274	SFI	10.2	278@6,000	280@4,000	22.5	10.1	7.0	3.54	R	15	37.3
*Q45, a 1990 model, will be introduced in fall, 1989.																							
ISUZU I-Mark 3-dr.	94.5	157.9	63.6	54.1	1,984	38.0	41.7	54.7	54.3	I-4	3.03 x 3.11	1.5/90	2V	9.6	70@5,400	87@3,400	11.1	6.8	3.0	3.58	F	13	32.8
I-Mark 4-dr.	94.5	160.7	63.6	54.1	2,011	37.7	41.7	54.7	54.3	I-4	3.03 x 3.11	1.5/90	2V	9.6	70@5,400	87@3,400	11.1	6.8	3.0	3.58	F	13	32.8
Impulse	96.1	172.6	65.2	51.4	2,890	36.9	41.9	53.3	54.3	I-4	3.52 x 3.54	2.3/138	MFI	8.6	110@5,000	127@3,000	15.1	9.3	3.4	3.91	R	14	31.5
Impulse Turbo	96.1	172.6	65.7	51.4	2,970	36.9	41.9	53.3	54.3	I-4	3.46 x 3.23	2.0/122	MFI	7.9	140@5,400	166@3,000	15.1	9.5	3.4	3.91	R	14	31.5
OPTIONAL ENGINES: I-Mark LS										I-4	3.03 x 3.11	1.5/90	2V	8.0	110@5,400	120@3,500							
I-Mark RS										I-4	3.15 x 3.11	1.6/97	MFI	9.8	125@6,800	102@5,400							
JAGUAR XJ-S Convertible	102.0	191.7	70.6	47.8	4,190	36.1	41.3	58.6	59.2	V-12	3.54 x 2.76	5.3/326	FI	11.5	262@5,000	290@3,000	21.6	21.0	10.5	2.88	R	15	39.4
XJ-S	102.0	191.7	70.6	47.8	4,015	36.1	41.3	58.6	59.2	V-12	3.54 x 2.76	5.3/326	FI	11.5	262@5,000	290@3,000	24.0	21.0	10.5	2.88	R	15	39.4
XJ-6	113.0	196.4	78.9	54.3	3,904	36.6	41.7	59.1	59.0	I-6	3.58 x 3.62	3.6/219	FI	9.6	195@5,000	232@4,000	23.2	13.0	7.9	3.58	R	15	40.8
Vanden Plas	113.0	196.4	78.9	54.3	3,960	36.6	41.7	59.1	59.0	I-6	3.58 x 3.62	3.6/219	FI	9.6	195@5,000	232@4,000	23.2	13.0	7.9	3.58	R	15	40.8
LAMBORGHINI Countach	102.0	163.0	78.7	42.1	3,280	N.A.	N.A.	62.7	65.6	V-12	3.37 x 2.95	5.2/315	FI	9.5	455@7,000	369@5,200	N.A.	N.A.	N.A.	4.09	R	15	N.A.
LEXUS ES 250	102.4	183.1	66.9	53.1	3,153	37.8	42.9	58.1	56.9	V-6	3.44 x 2.74	N.A.	FI	9.0	156@5,600	160@4,400	15.9	9.0	4.1	3.93	F	15	N.A.
LS 400	110.8	196.7	71.7	55.1	3,770	38.6	44.0	61.6	61.6	V-8	3.44 x 3.25	N.A.	FI	10.0	250@5,600	260@4,400	22.5	11.6	5.3	3.62	R	15	N.A.
LINCOLN Town Car 4-dr. Sedan	117.3	219.2	78.1	55.9	4,044	39.0	43.5	62.2	62.0	V-8	4.00 x 3.00	5.0/302	MFI	8.9	150@3,200	270@2,000	18.0	14.4	6.0	3.08	R	15	40.0
Contintental 4-dr. Sedan	109.0	205.1	72.7	55.6	3,635	38.7	41.7	62.3	61.1	V-6	3.80 x 3.40	3.8/232	MFI	9.0	140@3,800	215@2,200	18.6	12.1	4.5	3.37	F	15	38.0
Mark VII 2-dr. Coupe	108.5	202.8	70.9	54.2	3,743	37.8	42.0	58.4	59.0	V-8	4.00 x 3.00	5.0/302	MFI	9.0	225@4,200	300@3,200	22.1	14.1	5.0	3.08	R	15	40.1
Mark VII LSC 2-dr. Coupe	108.5	202.8	70.9	54.2	3,783	37.8	42.0	58.4	59.0	V-8	4.00 x 3.00	5.0/302	MFI	9.0	225@4,200	300@3,200	22.1	14.1	5.0	3.27	R	16	40.1
OPTIONAL ENGINES: Town Car										V-8	4.00 x 3.00	5.0/302	MFI	8.9	160@3,400	280@2,200							
LOTUS Esprit Turbo	96.0	170.5	73.2	45.3	2,820	37.0	31.0	60.0	61.2	I-4	3.75 x 3.00	2.2/132	MFI	8.0	228@6,500	218@4,000	18.5	12.5	7.0	3.89	R	15	34.9
MASERATI 228	102.4	175.6	73.4	52.4	3,100	N.A.	N.A.	60.6	61.0	V-6	3.70 x 2.64	2.8/170	N.A.	7.4	225@5,600	246@3,500	17.4	9.0	6.0	3.31	R	15	34.9
430	102.4	173.2	68.1	53.5	3,035	N.A.	N.A.	56.8	57.2	V-6	3.70 x 2.64	2.8/170	N.A.	7.4	225@5,600	246@3,500	20.0	9.0	6.0	3.31	R	15	34.9
Spyder	94.5	159.2	67.5	51.6	2,925	N.A.	N.A.	59.1	58.1	V-6	3.70 x 2.64	2.8/170	N.A.	7.4	225@5,600	246@3,500	18.0	9.0	6.0	3.31	R	15	37.0
MAZDA MX-6	99.0	177.0	66.5	53.5	2,535	38.4	43.6	57.3	57.7	I-4	3.39 x 3.70	2.2/133	FI	3.6	110@4,700	130@3,000	15.9	8.0	4.8	4.11	F	14	35.3
929	106.7	193.1	66.9	54.5	3,373	37.8	43.3	56.9	57.5	V-6	3.53 x 3.00	3.0/180	FI	8.5	158@5,500	170@4,000	18.5	10.0	5.6	3.91	R	15	35.4
626 4-dr. Sedan	101.4	179.3	66.5	55.5	2,590	39.0	43.7	57.3	57.7	I-4	3.39 x 3.70	2.2/133	FI	8.6	110@4,700	130@3,000	15.9	8.0	4.8	4.11	F	14	36.0
626 5-dr. Sedan	101.4	179.3	66.5	54.1	2,680	38.7	43.6	57.3	57.7	I-4	3.39 x 3.70	2.2/133	FI	8.6	110@4,700	130@3,000	15.9	8.0	4.8	4.11	F	14	36.0
323 3-dr. Hatchback	94.5	161.8	64.8	54.7	2,100	38.3	41.5	54.7	55.7	I-4	3.07 x 3.09	1.6/97.0	FI	9.3	82@5,000	92@2,500	12.7	5.2	3.6	4.11	F	13	30.8
323 4-dr. Sedan	94.5	169.7	64.8	54.7	2,175	38.3	41.5	54.7	55.7	I-4	3.07 x 3.09	1.6/97.0	FI	9.3	82@5,000	92@2,500	12.7	5.2	3.6	4.11	F	13	30.8
323 GTX	94.5	161.8	64.8	54.9	2,600	38.3	41.5	55.1	56.1	I-4	3.07 x 3.09	1.6/97.0	FI	7.9	132@6,000	136@3,000	13.2	6.2	3.8	4.11	4	14	31.5
RX-7	95.7	169.9	66.5	49.8	2,800	36.8	43.7	57.1	56.7	R	—	1.3/80	FI	9.7	160@7,000	140@4,000	18.5	9.2	6.1	4.10	R	15	32.2
OPTIONAL ENGINES: MX-6 Turbo, 626 Turbo										I-4	3.39 x 3.70	2.2/133	FI	7.8	145@4,300	190@3,500							
RX-7 Turbo										R	—	1.3/80	FI	9.0	200@6,500	196@3,500							
MERCEDES-BENZ 190 E Sedan	104.9	175.1	66.5	54.7	2,955	36.9	41.9	56.6	55.8	I-6	3.26 x 3.16	2.6/158.6	FI	9.2	158@5,800	162@4,600	14.5	10.6	6.3	3.27	R	15	35.0
190 D Sedan	104.9	175.1	66.5	54.7	2,955	36.9	41.9	56.6	55.8	I-5	3.43 x 3.31	2.5/152.4	FI	22.0	90@4,600	117@2,800	14.5	9.0	7.4	3.07	R	15	35.0
260 E Sedan	110.2	187.2	68.5	56.9	3,210	36.9	41.7	58.9	58.6	I-6	3.26 x 3.16	2.6/158.6	FI	9.2	158@5,800	162@4,600	18.5	10.6	6.3	3.27	R	15	36.7

PRODUCTS/SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase w/filter (qts.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in ft.)
300 E Sedan	110.2	187.2	68.5	56.9	3,265	36.9	41.7	58.9	58.6	I-6	3.48 x 3.16	3.0/180.8	FI	9.2	177@5,700	188@4,400	18.5	10.6	6.3	3.07	R	15	36.7
300 CE Coupe	106.9	183.9	68.5	55.5	3,310	36.0	41.9	58.9	58.6	I-6	3.48 x 3.16	3.0/180.8	FI	9.2	177@5,700	188@4,400	18.5	10.6	6.3	3.07	R	15	35.8
300 TE Wagon	110.2	188.2	68.5	59.8	3,530	37.4	41.7	58.9	58.6	I-6	3.48 x 3.16	3.0/180.8	FI	9.2	177@5,700	188@4,400	19.0	10.6	6.3	3.27	R	15	36.7
300 SE Sedan	115.6	202.6	71.7	56.6	3,730	37.2	41.9	61.5	60.4	I-6	3.48 x 3.16	3.0/180.8	FI	9.2	177@5,700	188@4,400	23.8	10.6	6.3	3.46	R	15	39.0
300 SEL Sedan	121.1	208.1	71.7	56.7	3,770	37.3	41.9	61.5	60.4	I-6	3.48 x 3.16	3.0/180.8	FI	9.2	177@5,700	188@4,400	23.8	10.6	6.3	3.46	R	15	40.6
420 SEL Sedan	121.1	206.1	71.7	56.7	3,885	37.3	41.9	61.5	60.4	V-8	3.62 x 3.10	4.2/256.1	FI	9.0	201@5,200	228@3,600	23.8	13.7	8.5	2.47	R	15	40.6
560 SEL Sedan	121.1	208.1	71.7	56.3	4,080	37.3	41.9	61.5	60.4	V-8	3.80 x 3.73	5.6/338.5	FI	9.0	238@4,800	287@3,500	23.8	13.7	8.5	2.47	R	15	40.6
560 SL Coupe	96.7	180.3	70.5	51.1	3,705	36.7	42.2	57.7	57.7	V-8	3.80 x 3.73	5.6/338.5	FI	9.0	227@4,750	279@3,250	22.5	13.7	8.5	2.47	R	15	35.2
560 SEC Coupe	112.2	199.2	72.0	55.0	3,915	36.8	41.9	61.5	60.4	V-8	3.80 x 3.73	5.6/338.5	FI	9.0	238@4,800	287@3,500	23.8	13.7	8.5	2.47	R	15	38.1
MERCURY Tracer 2-dr. Hatchback	94.7	162.0	65.2	53.0	2,205	38.3	41.5	54.9	56.0	I-4	3.07 x 3.29	1.6/97.5	MFI	9.3	82@5,000	92@2,500	11.9	5.3	4.1	3.85	F	13	30.8
Tracer 4-dr. Hatchback	94.7	162.0	65.2	53.0	2,240	38.3	41.5	54.9	56.0	I-4	3.07 x 3.29	1.6/97.5	MFI	9.3	82@5,000	92@2,500	11.9	5.3	4.1	3.85	F	13	30.8
Tracer 4-dr. Wagon	94.7	169.7	65.2	53.7	2,335	38.2	41.5	54.9	56.0	I-4	3.07 x 3.29	1.6/97.5	MFI	9.3	82@5,000	92@2,500	11.9	5.3	4.1	4.10	F	13	30.8
Topaz 2-dr. Sedan	99.9	176.7	68.3	52.8	2,567	37.5	41.5	54.9	57.6	I-4	3.70 x 3.30	2.3/141	MFI	9.0	98@4,400	124@2,200	15.4	8.1	5.0	3.33*	F	14	36.9
*This rear axle utilizes dual transfer ratios, with 3.33 for first through fourth and a lower 2.56 axle ratio for fifth																							
Topaz 4-dr. Sedan	99.9	177.0	68.3	52.9	2,606	37.5	41.5	54.9	57.6	I-4	3.70 x 3.30	2.3/141	MFI	9.0	98@4,400	124@2,200	15.4	8.1	5.0	3.33*	F	14	36.9
*This rear axle utilizes dual transfer ratios, with 3.33 for first through fourth and a lower 2.56 axle ratio for fifth																							
Sable 4-dr. Sedan	106.0	192.2	70.8	54.3	3,128	38.3	41.7	61.6	60.5	V-6	3.50 x 3.10	3.0/182	MFI	9.3	140@4,800	160@3,000	16.0	10.0	4.5	3.27	F	14	38.1
Sable 4-dr. Wagon	106.0	193.2	70.8	55.1	3,246	38.6	41.7	61.6	59.9	V-6	3.50 x 3.10	3.0/182	MFI	9.3	140@4,800	160@3,000	16.0	10.0	4.5	3.37	F	14	38.1
Cougar LS 2-dr. Coupe	113.0	198.7	72.7	52.7	3,570	38.1	42.5	61.6	60.2	V-6	3.80 x 3.40	3.8/232	SFI	9.0	140@3,800	215@2,400	19.0	12.3	4.5	3.27	R	15	35.6
Cougar XR-7 2-dr. Coupe	113.0	198.7	72.7	52.7	3,776	38.1	42.5	61.6	60.2	V-6	3.80 x 3.40	3.8/232	FI	8.2	210@4,000	315@2,600	19.0	12.3	4.5	2.73	R	16	35.6
Grand Marquis 4-dr. Sedan	114.3	214.3	77.5	55.5	3,763	37.9	43.5	62.2	62.0	V-8	4.00 x 3.00	5.0/302	SFI	8.9	150@3,200	270@2,000	18.0	14.4	6.0	2.73	R	15	39.1
Grand Marquis Colony Park 4-dr. Wagon	114.3	219.0	79.3	56.5	3,995	38.8	43.5	62.2	62.0	V-8	4.00 x 3.00	5.0/302	SFI	8.9	150@3,200	270@2,000	18.0	14.4	6.0	3.08	R	15	39.1
OPTIONAL ENGINES: Topaz XR-5 and Topaz LTS										I-4	3.70 x 3.30	2.3/141	MFI	9.0	100@4,400	130@2,600							
Topaz 4wd										I-4	3.70 x 3.30	2.3/141	MFI	9.0	100@4,400	130@2,600							
Sable										V-6	3.80 x 3.40	3.8/232	SFI	9.0	140@3,800	215@2,200							
Grand Marquis										V-8	4.00 x 3.00	5.0/302	SFI	8.9	160@3,400	280@2,200							
MERKUR Scorpio 4-dr. Hatchback	108.7	186.4	69.5	54.6	3,230	38.5	41.3	58.1	58.1	V-6	3.66 x 2.83	2.9/179	MFI	9.0	144@5,500	162@3,000	16.9	9.0	4.5	3.64	R	15	34.1
XR4Ti 2-dr. Hatchback	102.7	178.4	68.0	53.8	2,920	38.5	41.0	57.2	57.8	I-4	3.78 x 3.12	2.3/140	MFI	8.0	175@5,000	200@3,000	15.0	10.5	5.0	3.64	R	15	35.4
OPTIONAL ENGINES: XR4Ti										I-4	3.78 x 3.12	2.3/140	MFI	8.0	145@4,400	180@3,000							
MITSUBISHI Sigma	102.4	185.8	66.7	51.6	3,075	37.5	40.3	56.9	55.7	V-6	3.59 x 2.99	3.0/181.4	MFI	8.9	142@5,000	168@2,500	15.9	9.2	4.4	3.71	F	15	34.8
Starion	95.9	173.2	68.3	50.2	3,036	36.6	40.8	57.7	57.3	I-4	3.59 x 3.86	2.6/156	FI	7.0	188@5,000	234@2,500	19.8	9.0	4.4	3.55	R	16	31.5
Precis	93.7	160.9	63.1	54.1	2,161	37.5	40.9	54.1	52.8	I-4	2.97 x 3.23	1.5/89.6	2V	9.4	68@5,500	82@3,500	10.6	5.5	3.5	3.47	F	13	33.8
Galant	102.4	183.9	66.7	53.5	2,601	38.6	41.9	57.5	57.5	I-4	3.34 x 3.46	2.0/121.9	MFI	8.5	102@5,000	116@4,500	15.9	7.4	4.1	3.66	F	14	34.8
Mirage Hatchback	93.9	158.7	65.7	52.0	2,238	38.3	41.9	56.3	56.3	I-4	2.97 x 3.23	1.5/89.6	MFI	9.4	81@5,500	91@3,000	13.2	4.4	4.0	4.02	F	13	30.2
Mirage Sedan	96.7	170.1	65.7	52.8	2,271	39.1	41.9	56.3	56.3	I-4	2.97 x 3.23	1.5/89.6	MFI	9.4	81@5,500	91@3,000	13.2	4.4	4.0	4.02	F	13	30.2
Eclipse*	97.2	170.5	66.5	51.4	2,524	37.9	43.8	57.7	57.1	I-4	3.17 x 3.38	1.8/107	MFI	9.0	90@5,000	105@3,500	15.9	7.4	4.6	3.94	F	14	N.A.
*Eclipse is a 1990 model																							
OPTIONAL ENGINES: Galant										I-4	3.34 x 3.46	2.0/121.9	MFI	9.0	135@6,000	125@5,000							
Mirage Turbo										I-4	3.24 x 2.95	1.6/97.3	MFI	8.0	135@6,000	141@3,000							
Eclipse GS										I-4	3.35 x 3.46	2.0/121	MFI	9.0	135@6,000	125@3,000							
Eclipse Turbo										I-4	3.35 x 3.46	2.0/121	MFI	7.8	190@6,000	[illegible]@3,000							
NISSAN Sentra 2-dr. Sedan	95.7	168.7	64.6	54.3	2,156	38.2	41.8	56.3	56.3	I-4	3.00 x 3.46	1.6/97.4	FI	9.4	90@6,000	96@3,200	13.2	5.75	3.4	3.69	F	13	30.2
Sentra 4-dr. Sedan	95.7	168.7	64.6	54.3	2,208	38.2	41.8	56.3	56.3	I-4	3.00 x 3.46	1.6/97.4	FI	9.4	90@6,000	96@3,200	13.2	5.75	3.4	3.90	F	13	N.A.
Sentra Wagon	95.7	172.2	64.6	54.3	2,301	38.2	41.8	56.3	56.3	I-4	3.00 x 3.46	1.6/97.4	FI	9.4	90@6,000	96@3,200	13.2	5.75	3.4	3.90	F	13	30.2
Sentra 4wd Wagon	95.7	172.2	64.6	54.9	2,635	38.2	41.8	56.3	55.7	I-4	3.00 x 3.46	1.6/97.4	FI	9.4	90@6,000	96@3,200	12.4	5.75	3.4	4.47	4	13	30.2
Sentra Coupe	95.7	166.5	65.6	52.2	2,304	37.0	41.6	56.5	56.5	I-4	3.00 x 3.46	1.6/97.4	FI	9.4	90@6,000	96@3,200	13.2	5.75	3.4	4.17	F	14	31.5
Pulsar NX XE	95.7	166.5	66.1	51.0	2,388	38.0	42.0	56.9	56.9	I-4	3.00 x 3.46	1.6/97.4	FI	9.4	90@6,000	96@3,200	13.2	[illegible]	3.4	4.47	F	13	31.5
Pulsar NX SE	95.7	166.5	66.1	51.0	2,566	38.0	42.0	56.5	56.5	I-4	3.27 x 3.29	1.8/110.4	MFI	9.5	125@6,400	115@4,800	13.2	6.2	4.0	4.47	F	14	33.5
300ZX Coupe	91.3	173.4	67.9	49.7	3,164	36.6	43.6	57.3	58.1	V-6	3.43 x 3.27	3.0/180.6	MFI	9.0	165@5,200	174@3,600	19.0	N.A.	N.A.	3.90	R	15	32.2
300ZX Turbo	91.3	173.4	67.9	49.7	3,265	36.6	43.6	56.5	57.3	V-6	3.43 x 3.27	3.0/180.6	MFI	8.3	205@5,200	227@3,600	19.0	N.A.	N.A.	3.70	R	16	32.2
300ZX 2 + 2	99.2	181.3	67.9	49.7	3,265	37.2	43.6	57.3	58.1	V-6	3.43 x 3.27	3.0/180.6	MFI	9.0	165@5,200	174@4,000	19.0	N.A.	N.A.	3.90	R	15	34.8
240SX	97.4	178.0	66.5	50.8	2,657	37.8	42.0	57.7	57.5	I-4	3.50 x 3.78	2.4/145.8	MFI	8.6	140@5,600	152@4,400	15.9	3.4	3.8	4.08	R	15	30.8
Maxima	104.3	187.6	69.3	55.1	3,086	39.5	43.7	58.4	58.7	V-6	3.43 x 3.27	3.0/180.6	MFI	9.0	160@5,200	182@2,800	18.5	N.A.	N.A.	3.64	F	15	36.7
Stanza	100.4	177.8	66.5	54.7	2,770	38.9	42.0	57.5	57.5	I-4	3.33 x 3.46	2.0/120.5	MFI	8.5	94@5,400	114@2,800	15.9	7.8	3.8	4.17	F	14	32.8
Axxess Wagon	102.8	171.9	66.5	64.6	2,877	39.7	38.6	57.5	56.3	I-4	3.50 x 3.78	2.4/146	MFI	8.6	138@5,600	148@4,400	17.2	7.3	4.1	3.98	F	14	34.8
Axxess 4wd Wagon	102.4	171.9	66.5	64.6	3,146	39.7	38.6	57.5	56.3	I-4	3.50 x 3.78	2.4/146	MFI	8.6	138@5,600	148@4,400	15.9	7.3	4.1	4.47	4	14	35.4
OLDSMOBILE Cutlass Calais 2-dr. Coupe	103.4	178.8	66.7	52.4	2,512	37.7	42.9	55.6	55.2	I-4	4.00 x 3.00	2.5/151	TBI	8.3	110@5,200	135@3,200	13.6	7.8	5.0	3.35	F	14	35.4
Cutlass Calais 4-dr. Sedan	103.4	178.8	66.7	52.4	2,573	37.7	42.9	55.6	55.2	I-4	4.00 x 3.00	2.5/151	TBI	8.3	110@5,200	135@3,200	13.6	7.8	5.0	3.35	F	14	35.4

NOTE: This table has been compiled from information supplied by factories, distributors and selected sources. Every reasonable precaution has been taken to insure accuracy but Automotive News cannot assume any liability by reason of inaccuracies or omissions. Specifications are subject to change without notice.

PRODUCTS/SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase w/filter (qts.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in ft.)
Cutlass Ciera 2-dr. Coupe	104.9	190.3	69.5	54.1	2,736	38.6	42.1	58.7	57.0	I-4	4.00 x 3.00	2.5/151	TBI	8.3	110@5,200	135@3,200	15.7	9.9	5.0	2.84	F	14	38.1
Cutlass Ciera 4-dr. Sedan	104.9	190.3	69.5	54.1	2,764	38.5	42.1	58.7	57.0	I-4	4.00 x 3.00	2.5/151	TBI	8.3	110@5,200	135@3,200	15.7	9.9	5.0	2.84	F	14	38.1
Cutlass Cruiser 4-dr. Wagon	104.9	194.4	69.5	54.5	2,913	38.6	42.1	58.7	57.0	I-4	4.00 x 3.00	2.5/151	TBI	8.3	110@5,200	135@3,200	15.7	9.9	5.0	2.84	F	14	38.1
Cutlass Supreme 2-dr. Coupe	107.5	192.1	71.0	52.8	3,119	37.8	42.3	59.5	58.0	V-6	3.50 x 2.99	2.8/173	MFI	8.9	130@4,500	170@3,600	16.6	11.3	5.0	3.61	F	14	39.0
88 Royale 2-dr. Coupe	110.8	196.1	72.4	54.7	3,219	38.1	[illegible]	60.3	59.8	V-6	3.80 x 3.40	3.8/231	MFI	8.5	165@5,200	210@2,000	18.0	11.7	5.0	2.84	F	14	39.7
88 Royale 4-dr. Sedan	110.8	196.1	72.4	54.7	3,264	38.9	42.4	60.3	59.8	V-6	3.80 x 3.40	3.8/231	MFI	8.5	165@5,200	210@2,000	18.0	11.7	5.0	2.84	F	14	39.7
98 4-dr. Sedan	110.8	196.4	72.4	55.1	3,329	39.3	41.5	[illegible]	[illegible]	V-6	3.80 x 3.40	3.8/231	MFI	8.5	165@5,200	210@2,000	18.0	11.7	5.0	2.84	F	14	39.7
Touring Sedan 4-dr.	110.8	196.4	72.4	55.1	3,330	39.3	41.5	[illegible]	[illegible]	V-6	3.80 x 3.40	3.8/231	MFI	8.5	165@5,200	210@2,000	18.0	11.7	5.0	2.84	F	16	39.7
Toronado 2-dr. Coupe	108.0	187.5	70.8	53.0	3,361	37.8	43.0	[illegible]	[illegible]	V-6	3.80 x 3.40	3.8/231	MFI	8.5	165@4,800	210@2,000	18.0	12.0	5.0	2.84	F	15	39.0
Trofeo 2-dr. Coupe	108.0	187.5	70.8	53.0	3,428	37.8	43.0	59.9	[illegible]	V-6	3.80 x 3.40	3.8/231	MFI	8.5	165@4,800	210@2,000	18.0	12.0	5.0	2.84	F	15	39.0
Custom Cruiser 4-dr. Wagon	115.9	220.3	79.8	58.5	4,221	39.6	42.2	62.1	[illegible]	V-8	3.80 x 3.39	5.0/307	4V	8.0	140@3,200	255@2,000	22.0	15.3	5.0	2.93	R	15	39.2
OPTIONAL ENGINES: Cutlass Calais										I-4	3.62 x 3.35	2.3/138	MFI	9.5	150@5,200	160@4,000							
Cutlass Calais										I-4	3.62 x 3.35	2.3/138	MFI	10.0	180@6,200	160@5,200							
Cutlass Calais, Cutlass Ciera, Cutlass Cruiser Wagon										V-6	3.70 x 3.16	3.3/204	MFI	9.0	160@5,200	185@2,000							
Cutlass Ciera, Cutlass Cruiser Wagon										V-6	3.50 x 2.99	2.8/173	MFI	8.9	125@4,500	160@3,600							
Cutlass Supreme										V-6	3.50 x 3.27	3.1/189	MFI	8.8	140@4,800	183@3,600							
PEUGEOT 405 S Sedan	105.1	177.7	67.6	55.4	2,580	36.5	41.4	57.1	56.8	I-4	3.27 x 3.46	1.9/116	FI	8.4	110@5,200	120@4,250	17.2	7.0	5.3	4.06	F	14	36.1
405 Mi 16 Sedan	105.1	177.7	67.6	55.4	2,715	36.5	41.4	56.7	56.4	I-4	3.27 x 3.46	1.9/116	FI	9.5	150@6,400	128@5,000	17.2	7.6	5.6	4.43	F	14	36.1
505 S Sedan	108.0	181.4	67.7	57.0	2,998	37.5	40.0	58.7	57.3	I-4	3.46 x 3.50	2.2/132	FI	8.8	120@5,000	131@3,500	18.0	7.9	5.8	4.11	R	15	35.1
505 Turbo Sedan	108.0	181.4	67.7	57.0	3,230	37.5	40.0	58.7	57.3	I-4	3.61 x 3.21	2.2/131	FI	7.5	180@5,200	205@2,500	18.0	10.0	5.3	3.89	R	15	35.1
505 S V-6 Sedan	108.0	181.4	67.7	57.0	3,086	37.5	40.0	58.7	57.3	V-6	3.58 x 2.87	2.8/174	FI	9.5	145@5,000	176@2,800	18.0	10.0	6.9	3.70	R	15	35.1
505 DL Wagon	114.2	194.5	67.7	60.1	3,230	38.1	40.0	58.7	57.1	I-4	3.46 x 3.50	2.2/132	FI	8.8	120@5,000	131@3,500	18.0	7.9	5.8	4.11	R	15	36.8
505 Turbo Wagon	114.2	194.5	67.7	60.1	3,440	38.1	40.0	59.1	57.1	I-4	3.61 x 3.21	2.2/131	FI	7.5	160@5,000	205@2,500	18.0	10.0	5.3	3.89	R	15	36.8
505 SW8 Wagon	114.2	194.5	67.7	60.1	3,296	38.1	40.0	58.7	57.1	I-4	3.46 x 3.50	2.2/132	FI	8.8	120@5,000	131@3,500	18.0	7.9	5.8	4.11	R	15	36.8
505 Turbo SW8 Wagon	114.2	194.5	67.7	60.1	3,506	38.1	40.0	59.1	57.1	I-4	3.61 x 3.21	2.2/131	FI	7.5	160@5,000	205@2,500	18.0	10.0	5.3	3.89	R	15	36.8
PLYMOUTH Laser 2-dr. Coupe*	97.2	170.5	66.5	49.8	2,410	33.9	42.5	57.7	57.1	I-4	3.17 x 3.39	1.8/107	MFI	9.0	92@5,000	107@3,500	15.9	5.3	4.4	4.32	F	14	34.0
*Laser is a 1990 model.																							
Horizon 4-dr. Hatchback	99.1	163.2	66.8	53.0	2,296	38.1	42.1	56.1	55.7	I-4	3.44 x 3.62	2.2/135	FI	9.5	93@4,800	122@3,200	13.0	9.0	5.0	2.55	F	13	36.5
Colt 2-dr. Hatchback	93.9	158.7	65.6	52.0	2,205	38.3	41.9	56.3	56.3	I-4	2.97 x 3.23	1.5/90	MFI	9.4	81@5,500	91@3,000	13.2	4.4	4.0	3.45	F	13	36.2
Colt DL 4-dr. Wagon	93.7	169.3	63.8	53.7	2,271	37.7	40.6	55.5	52.8	I-4	2.97 x 3.23	1.5/90	MFI	9.4	75@5,500	87@2,500	12.4	4.5	4.0	4.02	F	13	30.0
Colt DL 4wd 4-dr. Wagon	93.9	169.3	63.8	56.1	2,568	37.7	40.6	55.5	53.5	I-4	3.17 x 3.39	1.8/107	MFI	9.0	87@5,000	102@3,000	12.4	5.5	4.1	5.08	4	14	39.0
Colt Vista 4-dr. Wagon	103.3	176.6	64.8	57.3	2,634	38.3	38.8	55.5	54.1	I-4	3.35 x 3.46	2.0/122	MFI	8.5	99@5,000	116@4,000	13.2	7.4	4.5	4.02	F	13	34.8
Colt Vista 4wd 4-dr. Wagon	103.5	176.6	64.8	59.4	2,955	38.3	38.6	55.3	54.5	I-4	3.35 x 3.46	2.0/122	MFI	8.5	99@5,000	116@4,000	14.5	7.4	4.5	3.71	4	14	34.8
Reliant 2-dr. Sedan	100.3	178.6	68.0	52.5	2,424	38.2	42.2	57.6	57.2	I-4	3.44 x 3.62	2.2/135	FI	9.5	93@4,800	122@3,200	14.0	9.0	5.0	2.51	F	13	35.0
Reliant 4-dr. Sedan	100.3	178.6	68.0	52.9	2,450	38.6	42.2	57.6	57.2	I-4	3.44 x 3.62	2.2/135	FI	9.5	93@4,800	122@3,200	14.0	9.0	5.0	2.51	F	13	35.0
Sundance 2-dr. Hatchback	97.0	171.1	67.3	52.7	2,513	38.3	41.8	57.6	57.2	I-4	3.44 x 3.62	2.2/135	FI	9.5	93@4,800	122@3,200	14.0	9.0	5.0	2.51	F	14	34.0
Sundance 4-dr. Hatchback	97.0	171.1	67.3	52.7	2,544	38.3	41.8	57.6	57.2	I-4	3.44 x 3.62	2.2/135	FI	9.5	93@4,800	122@3,200	14.0	9.0	5.0	2.51	F	14	34.0
Acclaim 4-dr. Sedan	103.3	181.2	68.1	55.5	2,753	38.4	41.8	57.5	57.2	I-4	3.44 x 4.09	2.5/153	FI	8.9	100@4,800	135@2,800	16.0	9.0	5.0	2.51	F	14	37.6
Acclaim LX 4-dr. Sedan	103.3	181.2	68.1	55.5	2,968	38.4	41.8	57.5	57.2	V-6	3.59 x 2.99	3.0/181	MFI	8.9	141@5,000	171@2,800	16.0	9.5	5.0	2.36	F	15	40.8
OPTIONAL ENGINES: Laser										I-4	3.35 x 3.45	2.0/122	MFI	9.0	135@6,000	125@5,000							
Laser Turbo										I-4	3.35 x 3.45	2.0/122	MFI	7.8	190@6,000	203@5,000							
Colt GT Turbo										I-4	3.03 x 3.39	1.6/97	FI	8.0	135@6,000	141@3,000							
Reliant & Sundance										I-4	3.44 x 4.09	2.5/153	FI	9.0	100@4,800	135@2,800							
Acclaim Turbo & Sundance Turbo										I-4	3.44 x 4.09	2.5/153	MFI	7.8	150@4,800	180@2,000							
Gran Fury										V-8	3.91 x 3.31	5.2/318	4V	8.0	175@4,000	250@3,200							
PONTIAC Sunbird 2-dr. Coupe	101.2	181.3	66.3	52.0	2,385	37.8	42.9	55.6	55.2	I-4	3.39 x 3.39	2.0/121	FI	8.8	96@4,800	118@3,600	13.6	7.8	4.2	3.45	F	13	34.3
Sunbird 4-dr. Sedan	101.2	181.3	66.3	53.6	2,405	38.6	42.2	55.6	55.2	I-4	3.39 x 3.39	2.0/121	FI	8.8	96@4,800	118@3,600	13.6	7.8	4.2	3.45	F	13	34.3
Sunbird 2-dr. Convertible	101.2	181.3	66.3	52.1	2,690	38.1	42.9	55.6	55.2	I-4	3.39 x 3.39	2.0/121	MFI	8.0	165@5,600	175@4,000	13.6	7.8	4.2	3.61	F	13	34.3
Firebird 2-dr. Coupe	101.0	190.5	72.4	49.7	3,083	37.0	43.0	60.7	61.6	V-6	3.50 x 2.99	2.8/173	MFI	8.9	135@4,900	160@3,900	15.5	13.0	5.0	3.42	R	15	38.1
Firebird Trans Am 2-dr. Coupe	101.0	191.8	72.4	49.7	3,298	37.0	43.0	60.7	61.6	V-8	3.74 x 3.48	5.0/305	TBI	9.3	170@4,000	255@2,400	15.5	16.4	6.0	3.08	R	15	38.4
LeMans 2-dr. Coupe	99.2	163.7	65.5	53.5	2,136	38.8	42.0	55.1	55.4	I-4	3.11 x 3.21	1.6/97.5	TBI	8.6	74@5,600	90@2,800	13.2	7.4	4.0	3.72	F	13	32.8
LeMans 4-dr. Sedan	99.2	172.4	65.7	53.7	2,235	38.8	42.0	55.1	55.4	I-4	3.31 x 3.21	1.6/97.5	TBI	8.6	74@5,600	90@2,800	13.2	7.4	4.0	3.72	F	13	32.8
Grand Am 2-dr. Coupe	103.4	181.4	66.5	52.6	2,520	37.7	42.9	55.6	55.2	I-4	4.00 x 3.00	2.5/151	FI	9.0	110@5,200	135@3,200	13.6	7.8	5.0	3.35	F	13	37.8
Grand Am 4-dr. Sedan	103.4	181.4	66.5	52.6	2,578	37.7	42.9	55.6	55.2	I-4	4.00 x 3.00	2.5/151	FI	9.0	98@4,800	135@3,200	13.6	7.8	5.0	3.35	F	13	37.8
Grand Prix 2-dr. Coupe	107.5	193.9	71.9	52.8	3,101	37.8	42.3	59.5	58.0	V-6	3.50 x 2.99	2.8/173	MFI	8.9	130@4,500	170@3,600	16.6	11.4	5.0	3.61	F	14	38.9
6000 4-dr. Sedan	104.9	188.8	72.0	53.7	2,804	38.5	42.2	58.7	57.0	I-4	4.00 x 3.00	2.5/151	FI	8.3	98@4,800	135@3,200	15.7	9.8	4.0	2.84	F	14	38.9
6000 4-dr. Wagon	104.9	193.2	72.0	54.1	2,940	38.5	42.2	58.7	57.0	V-6	3.50 x 2.99	2.8/173	MFI	8.9	125@4,500	170@3,600	15.7	12.5	5.0	2.84	F	14	38.9
6000 STE 4wd 4-dr. Sedan	104.9	188.9	72.0	53.7	3,381	38.5	42.2	58.7	57.0	V-6	3.50 x 3.31	3.1/191	MFI	8.9	140@4,800	185@3,200	15.7	9.8	5.0	3.42	4	14	38.9

NOTE: This table has been compiled from information supplied by factories, distributors and directed sources. Every reasonable precaution has been taken to insure accuracy but Automotive News cannot assume any liability by reason of inaccuracies or omissions. Specifications are subject to change without notice.

PRODUCTS/SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase w/filter (qts.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in ft.)
Bonneville 4-dr. Sedan	110.6	198.7	72.1	55.0	3,295	38.9	42.4	60.3	59.8	V-6	3.80 x 3.40	3.8/231	SFI	8.5	165@5,200	210@2,000	18.0	11.7	5.0	2.84	F	14	40.7
Safari 4-dr. Wagon	116.0	215.1	79.3	57.4	4,208	39.6	42.2	62.0	64.1	V-8	3.80 x 3.39	5.0/307	4V	8.0	140@3,200	255@2,000	22.0	15.6	5.0	2.93	R	15	45.3
OPTIONAL ENGINES: Sunbird GT										I-4	3.39 x 3.39	2.0/121	MFI	8.0	165@5,600	175@4,000							
Firebird										V-8	3.74 x 3.48	5.0/305	TBI	9.3	190@4,000	290@2,800							
Firebird										V-8	3.74 x 3.48	5.0/305	MFI	9.3	215@4,400	285@3,200							
Firebird										V-8	3.74 x 3.48	5.0/305	MFI	9.3	225@4,600	300@3,200							
Firebird Formula										V-8	3.74 x 3.48	5.7/350	MFI	9.3	235@4,400	340@3,200							
Firebird Trans Am GTA										V-8	3.74 x 3.48	5.7/350	MFI	9.3	225@4,200	330@3,200							
Firebird Trans Am Turbo										V-6	3.80 x 3.40	3.8/231	SFI	8.0	250@4,400	340@2,800							
LeMans										I-4	3.39 x 3.39	2.0/121	EFI	8.8	96@4,800	118@3,600							
Grand Am										I-4	3.39 x 3.39	2.0/122	MFI	8.0	165@5,600	175@4,000							
Grand Am										I-4	3.62 x 3.35	2.3/138	MFI	9.5	150@5,200	160@4,000							
Grand Am										I-4	3.62 x 3.35	2.3/138	MFI	10.0	180@6,200	180@5,200							
Grand Prix										V-6	3.50 x 3.31	3.1/191	MFI	8.8	140@4,500	180@3,600							
Grand Prix Turbo										V-6	3.50 x 3.31	3.1/191	MFI	8.8	205@4,800	220@3,200							
PORSCHE 944 S2	94.5	168.9	68.3	50.2	2,932	N.A.	N.A.	58.2	57.1	I-4	4.09 x 3.46	3.0/182.5	FI	10.9	208@5,800	207@4,100	21.1	9.0	6.8	3.88	R	16	35.3
928 S4	98.4	178.1	72.3	50.5	3,505	N.A.	N.A.	61.1	60.9	V-8	3.94 x 3.11	5.0/302.5	FI	10.0	316@6,000	317@3,000	22.7	16.9	8.0	2.64	R	16	37.7
911	89.5	168.9	65.0	52.0	2,756	N.A.	N.A.	54.0	55.3	H-6	3.74 x 2.93	3.2/193.1	FI	9.5	214@5,900	195@4,800	22.5	N.A.	13.7	3.44	R	16	35.9
911 Turbo	89.5	168.9	69.9	51.6	2,976	N.A.	N.A.	56.4	58.7	H-6	3.82 x 2.93	3.3/201.3	FI	7.0	282@5,500	288@4,000	22.5	N.A.	13.7	3.44	R	16	35.9
911 Carrera 4	89.5	167.3	65.0	52.0	3,197	N.A.	N.A.	54.3	54.1	H-6	3.94 x 3.01	3.6/219.7	FI	11.3	247@6,100	228@4,800	20.3	N.A.	13.7	3.44	4	16	39.2
944	94.5	170.0	68.3	50.2	2,866	N.A.	N.A.	58.2	57.1	I-4	4.09 x 3.11	2.7/163.6	FI	10.9	162@5,800	166@4,200	21.1	9.0	6.8	3.89	R	15	35.3
944 Turbo	94.5	168.9	68.3	50.2	2,998	N.A.	N.A.	57.4	56.5	I-4	3.94 x 3.11	2.5/151	FI	8.0	247@6,000	258@4,000	21.1	9.0	7.4	3.38	R	16	35.3
ROLLS-ROYCE Silver Spirit	120.5	207.8	79.1	58.5	5,120	37.5	40.0	60.5	60.5	V-8	4.10 x 3.90	6.8/412	MFI	8.0	N.A.	N.A.	28.5	19.0	10.4	2.69	R	15	39.5
Silver Spur	124.5	211.8	79.1	58.5	5,180	37.5	40.0	60.5	60.5	V-8	4.10 x 3.90	6.8/412	MFI	8.0	N.A.	N.A.	26.5	19.0	10.4	2.69	R	15	41.0
Corniche II	120.5	207.5	77.1	59.8	5,340	36.0	39.0	60.5	60.5	V-8	4.10 x 3.90	6.8/412	MFI	8.0	N.A.	N.A.	28.5	19.0	10.4	2.69	R	15	39.5
Bentley Eight	120.5	207.8	79.1	58.5	5,120	37.5	40.0	61.0	61.0	V-8	4.10 x 3.90	6.8/412	MFI	8.0	N.A.	N.A.	28.5	19.0	10.4	2.69	R	15	39.9
Bentley Mulsanne S	120.5	207.8	79.1	58.5	5,120	37.5	41.0	61.0	61.0	V-8	4.10 x 3.90	6.3/412	MFI	8.0	N.A.	N.A.	28.5	19.0	10.4	2.69	R	15	41.4
Bentley Turbo R	120.5	207.8	79.1	58.5	5,270	37.5	40.0	61.0	61.0	V-8	4.10 x 3.90	6.8/412	MFI	8.0	N.A.	N.A.	28.5	19.0	10.4	2.69	R	15	39.9
Bentley Continental	120.5	207.5	77.1	59.8	5,340	36.0	39.0	61.0	61.0	V-8	4.10 x 3.90	6.8/412	MFI	8.0	N.A.	N.A.	28.5	19.0	10.4	2.69	R	15	39.9
OPTIONAL ENGINES: Rolls-Royce and Bentley										V-8	4.10 x 3.90	6.8/412	MFI	8.0	N.A.	N.A.							
SAAB 9000S 5-dr. Hatchback	105.2	181.9	69.4	55.9	3,004	38.6	41.5	59.9	58.7	I-4	3.54 x 3.07	2.0/121	FI	10.1	130@6,000	128@3,750	17.9	9.5	4.1	4.45	F	15	35.8
9000 Turbo 5-dr. Hatchback	105.2	181.9	69.4	55.9	3,147	38.6	41.5	59.9	58.7	I-4	3.54 x 3.07	2.0/121	FI	9.0	160@5,500	188@3,000	17.9	9.5	4.1	4.05	F	15	35.8
9000 CD Turbo 4-dr. Sedan	105.2	188.2	69.4	55.9	3,151	38.6	41.5	59.9	58.7	I-4	3.54 x 3.07	2.0/121	FI	9.0	160@5,500	188@3,000	17.9	9.5	4.1	4.05	F	15	35.8
900 3-dr. Hatchback	99.1	184.5	66.5	56.1	2,708	37.8	41.7	56.4	56.8	I-4	3.54 x 3.07	2.0/121	FI	10.1	128@6,000	128@3,000	16.6	10.5	4.5	3.89	F	15	33.8
900 4-dr. Sedan	99.1	184.3	66.5	56.1	2,763	37.8	41.7	56.4	56.8	I-4	3.54 x 3.07	2.0/121	FI	10.1	128@6,000	128@3,000	16.6	10.5	4.5	3.89	F	15	33.8
900 Turbo Convertible	99.1	184.3	66.5	55.1	2,967	37.8	41.7	56.3	56.7	I-4	3.54 x 3.07	2.0/121	FI	9.0	160@5,500	188@3,000	16.6	10.5	4.5	3.89	F	15	33.8
900 Turbo SPG 3-dr.	99.1	184.5	66.7	55.3	2,945	37.8	41.7	56.3	56.7	I-4	3.54 x 3.07	2.0/121	FI	9.0	165@5,500	195@3,000	16.6	10.5	4.5	3.89	F	15	33.8
OPTIONAL ENGINES: 900 Turbo, 9000 Turbo										I-4	3.54 x 3.07	2.0/121	FI	9.0	160@5,500	188@3,000							
SUBARU Justy DL	90.0	145.5	60.4	55.9	1,745	38.0	41.5	52.4	50.8	I-3	3.07 x 3.27	1.2/73	2V	9.1	66@5,200	70@3,600	9.2	4.9	3.0	4.44	F	12	32.2
4wd Justy GL	90.0	145.5	60.4	55.9	1,920	38.0	41.5	52.4	50.8	I-3	3.07 x 3.27	1.2/73	2V	9.1	66@5,200	70@3,600	9.2	4.9	3.0	5.2	4	13	32.2
GL Hatchback	93.7	157.9	63.6	53.7	2,100	38.2	39.3	52.8	53.0	H-4	3.62 x 2.64	1.8/109	2V	8.7	73@4,400	94@2,400	13.2	5.8	4.2	3.70	F	13	30.8
4wd GL Hatchback	93.3	157.3	63.8	55.7	2,240	38.2	39.3	53.0	53.9	H-4	3.62 x 2.64	1.8/109	2V	8.7	73@4,400	94@2,400	11.9	5.8	4.2	3.89	4	13	30.8
Coupe DL	97.2	174.6	65.4	51.8	2,280	37.6	42.2	56.1	56.1	H-4	3.62 x 2.64	1.8/109	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	3.90	F	13	31.5
4wd Coupe GL	97.0	174.6	65.4	53.4	2,505	37.6	42.2	55.5	56.1	H-4	3.62 x 2.64	1.8/109	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	3.90	4	13	31.5
4wd RX Turbo Coupe	97.0	174.6	65.4	53.4	2,670	37.6	42.2	55.5	56.1	H-4	3.62 x 2.64	1.8/109	MFI	7.7	115@5,200	134@2,800	15.9	5.8	4.2	3.70	4	13	31.5
Sedan DL	97.2	174.6	65.4	52.5	2,240	37.6	41.7	56.1	56.1	H-4	3.62 x 2.64	1.8/109	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	3.9	F	13	31.5
4wd Sedan GL	97.0	174.6	65.4	54.3	2,455	37.6	41.7	55.5	56.1	H-4	3.62 x 2.64	1.8/109	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	3.9	4	13	31.5
GL-10 Turbo Sedan	97.2	174.6	65.4	52.5	2,565	37.6	41.7	56.1	56.1	H-4	3.62 x 2.64	1.8/109	MFI	7.7	115@5,200	134@2,800	15.9	5.8	4.2	3.36	F	13	31.5
4wd GL-10 Turbo Sedan	97.0	174.6	65.4	55.5	2,705	37.6	41.7	55.9	56.1	H-4	3.62 x 2.64	1.8/109	MFI	7.7	115@5,200	134@2,800	15.9	5.8	4.2	3.70	4	13	31.5
Wagon DL	97.0	176.8	65.4	53.0	2,370	37.6	41.7	55.9	56.1	H-4	3.62 x 2.64	1.8/109	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	3.90	F	13	31.5
4wd Wagon DL	96.9	176.8	65.4	54.9	2,545	37.6	41.7	55.5	56.1	H-4	3.62 x 2.64	1.8/109	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	3.90	4	13	31.5
GL-10 Turbo Wagon	97.0	176.8	65.4	53.0	2,605	37.6	41.7	55.9	56.1	H-4	3.62 x 2.64	1.8/109	MFI	7.7	115@5,200	134@2,800	15.9	5.8	4.2	3.36	F	13	31.5
4wd GL-10 Turbo Wagon	97.0	176.8	65.4	56.1	2,790	37.6	41.7	55.9	56.1	H-4	3.62 x 2.64	1.8/109	MFI	7.7	115@5,200	134@2,800	15.9	5.8	4.2	3.70	4	13	31.5
Touring Wagon GL	97.0	176.8	65.4	54.5	2,445	37.6	41.7	55.9	56.1	H-4	3.62 x 2.64	1.8/109	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	3.90	F	13	31.5
4wd Touring Wagon GL	96.9	176.8	65.4	54.9	2,620	37.6	41.7	55.5	56.1	H-4	3.62 x 2.64	1.8/109	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	3.90	4	13	31.5
GL-10 Turbo Touring Wagon	97.0	176.8	65.4	54.5	2,620	37.6	41.7	55.9	56.1	H-4	3.62 x 2.64	1.8/109	MFI	7.7	115@5,200	134@2,800	15.9	5.8	4.2	3.36	F	13	31.5
4wd GL-10 Turbo Touring Wagon	97.0	176.8	65.4	56.1	2,750	37.6	41.7	55.9	56.1	H-4	3.62 x 2.64	1.8/109	MFI	7.7	115@5,200	134@2,800	15.9	5.8	4.2	3.70	4	13	31.5
XT	97.0	177.6	66.5	49.4	2,455	37.4	43.3	56.5	56.1	H-4	3.62 x 2.64	1.8/109	MFI	9.5	97@5,200	103@3,200	15.9	5.8	4.2	3.70	F	13	31.8
4wd XT	97.0	177.6	66.5	52.4	2,645	37.4	43.3	55.9	56.1	H-4	3.62 x 2.64	1.8/109	MFI	9.5	97@5,200	103@3,200	15.9	5.8	4.2	3.70	4	13	31.8
XT6	97.0	177.6	66.5	49.4	2,815	37.4	43.3	56.9	56.2	H-6	3.62 x 2.64	2.7/163	MFI	9.5	145@5,200	156@4,000	15.9	7.4	5.3	3.90	F	14	34.1

PRODUCTS/SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase w/filter (qts.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in ft.)
4wd XT6	97.0	177.6	66.5	52.6	2,885	37.4	43.4	56.5	56.7	H-6	3.62 x 2.64	2.7/163	MFI	9.5	145@5,200	156@4,000	15.9	7.4	5.3	3.90	4	14	34.1
Legacy Sedan*	101.6	177.6	66.5	54.3	2,620	38.2	42.3	57.5	57.0	H-4	3.82 x 2.95	2.2/135	MFI	9.5	130@5,600	137@4,400	15.9	6.3	4.8	3.90	F	14	33.5
4wd Legacy Sedan*	101.6	177.6	66.5	55.1	2,830	38.2	42.3	57.5	57.0	H-4	3.82 x 2.95	2.2/135	MFI	9.5	130@5,600	137@4,400	14.8	6.3	4.8	4.11	4	14	33.5
Legacy Wagon*	101.6	181.1	66.5	55.9	2,750	38.2	42.3	57.5	57.0	H-4	3.82 x 2.95	2.2/135	MFI	9.5	130@5,600	137@4,400	15.9	6.3	4.8	3.90	F	14	33.5
4wd Legacy Wagon*	101.6	181.1	66.5	56.7	2,960	38.2	42.3	57.5	57.0	H-4	3.82 x 2.95	2.2/135	MFI	9.5	130@5,600	137@4,400	14.8	6.3	4.8	4.11	4	14	33.5
*Legacy is a 1990 model.																							
SUZUKI Swift GTi	89.2	146.1	62.4	53.1	1,768	37.8	42.5	53.7	52.8	I-4	2.91 x 2.97	1.3/79.2	MFI	10.1	100@6,500	83.2@5,000	10.6	5.0	3.5	4.11	F	14	30.2
Swift GLX	93.1	150.0	62.6	54.3	1,741	38.8	42.5	53.7	52.8	I-4	2.91 x 2.97	1.3/79.2	FI	9.5	70@6,000	74@3,500	10.6	5.0	3.5	3.68	F	13	31.4
TOYOTA Cressida 4-dr. Sedan	105.5	189.6	67.3	54.1	3,417	38.4	42.8	57.3	57.3	I-6	3.27 x 3.58	3.0/180.3	FI	9.2	190@5,600	185@4,400	18.5	8.3	5.2	3.91	R	15	32.8
Supra 2-dr Hatchback	102.2	181.9	68.7	51.2	3,459	37.5	43.6	58.5	58.5	I-6	3.27 x 3.58	3.0/180.3	FI	9.2	200@6,000	188@3,600	18.5	8.1	4.6	4.30	R	16	35.4
Camry 4-dr. Sedan	102.4	182.1	67.4	54.1	2,690	37.9	42.9	58.3	57.1	I-4	3.39 x 3.39	2.0/121.9	FI	9.3	115@5,200	124@4,400	15.9	6.8	4.4	3.74	F	14	34.8
Camry 5-dr. Wagon	102.4	183.1	67.4	54.5	2,855	38.3	42.9	58.3	57.1	I-4	3.39 x 3.39	2.0/121.9	FI	9.3	115@5,200	124@4,400	15.9	6.8	4.4	3.74	F	14	34.8
Camry 4wd Sedan	102.4	182.1	67.4	54.1	3,086	37.9	42.9	58.3	57.1	I-4	3.39 x 3.39	2.0/121.9	FI	9.3	115@5,200	124@4,400	15.9	6.8	4.4	4.24	4	14	34.8
Celica 2-dr. Coupe	99.4	173.6	67.3	49.8	2,436	37.8	44.4	57.5	56.1	I-4	3.39 x 3.39	2.0/121.9	FI	9.3	115@5,200	124@4,400	15.9	6.7	4.1	3.74	F	13	35.4
Celica 3-dr. Hatchback	99.4	171.9	67.3	49.8	2,524	37.8	44.4	57.9	56.5	I-4	3.39 x 3.39	2.0/121.9	FI	9.3	115@5,200	124@4,400	15.9	6.7	4.1	3.74	F	13	35.4
Celica 2-dr. Convertible	99.4	173.6	67.3	49.8	2,680	38.4	44.4	57.9	56.5	I-4	3.39 x 3.39	2.0/121.9	FI	9.3	115@5,200	124@4,400	15.9	6.7	4.1	3.74	F	13	35.4
Celica 4wd Turbo	99.4	171.9	67.3	49.8	3,197	37.8	44.4	57.9	56.9	I-4	3.39 x 3.39	2.0/121.9	FI	8.5	190@6,000	190@3,200	15.9	6.8	4.3	4.29*	4	14	35.4
*Celica 4wd Turbo final drive ratio for rear axle is 2.93																							
MR2 2-dr. Coupe	91.3	155.5	65.6	48.6	2,350	37.4	43.0	56.7	56.7	I-4	3.19 x 3.03	1.6/96.8	FI	9.4	115@6,600	100@4,800	10.8	11.5	3.9	4.31	R	14	31.5
Corolla 4-dr. Sedan	95.7	170.3	65.2	52.4	2,207	38.4	40.9	56.3	55.5	I-4	3.19 x 3.03	1.6/96.8	2V	9.5	90@6,000	95@3,600	13.2	5.6	3.5	3.92	F	13	31.5
Corolla 5-dr. Wagon	95.7	171.5	65.2	54.5	2,282	39.6	40.9	56.3	55.3	I-4	3.19 x 3.03	1.6/96.8	2V	9.5	90@6,000	95@3,600	13.2	5.6	3.5	3.92	F	13	31.5
Corolla SR5 2-dr. Coupe	95.7	172.3	65.6	49.6	2,242	37.9	42.9	56.3	56.1	I-4	3.19 x 3.03	1.6/96.8	2V	9.5	90@6,000	95@3,600	13.2	5.6	3.5	3.92	F	13	31.5
Corolla GT-S 2-dr. Coupe	95.7	172.3	65.6	49.6	2,372	37.9	42.9	56.8	56.1	I-4	3.19 x 3.03	1.6/96.8	FI	9.4	115@6,600	100@4,800	13.2	6.0	3.9	4.31	F	14	32.2
Corolla 4wd 4-dr. Sedan	95.7	170.3	65.2	53.0	2,606	36.9	40.9	56.8	54.3	I-4	3.19 x 3.03	1.6/96.8	FI	9.5	100@5,600	101@4,400	13.2	6.2	3.5	4.24	4	13	32.2
Corolla 4wd 5-dr. Wagon	95.7	172.0	65.5	56.7	2,690	40.6	40.9	56.8	54.3	I-4	3.19 x 3.03	1.6/96.8	FI	9.5	100@5,600	101@4,400	13.2	6.2	3.5	4.56	4	13	32.2
Tercel 2-dr. Coupe	93.7	166.7	64.0	51.8	2,000	37.8	40.2	54.5	54.1	I-4	2.88 x 3.43	1.5/88.8	1V	9.3	78@6,000	87@4,000	11.9	5.5	3.4	3.72	F	13	31.2
Tercel 3-dr. Hatchback	93.7	157.3	64.0	52.6	1,990	38.4	40.2	54.5	54.1	I-4	2.88 x 3.43	1.5/88.8	1V	9.3	78@6,000	87@4,000	11.9	5.5	3.4	3.72	F	13	31.2
Tercel 5-dr. Hatchback	93.7	157.3	64.0	52.8	2,025	38.5	40.2	54.5	54.1	I-4	2.88 x 3.43	1.5/88.8	1V	9.3	78@6,000	87@4,000	11.9	5.5	3.4	3.72	F	13	31.2
OPTIONAL ENGINES: Supra Turbo										I-6	3.27 x 3.58	3.0/180.3	FI	8.4	232@5,600	254@3,200							
Camry V-6										V-6	3.44 x 2.74	2.5/153	FI	9.0	153@5,600	155@4,400							
Celica GT-S										I-4	3.39 x 3.39	2.0/121.9	FI	9.2	135@6,000	125@4,800							
MR2										I-4	3.19 x 3.00	1.6/96.8	FI	8.0	145@6,400	140@4,000							
VOLKSWAGEN Cabriolet 2-dr. Convertible	94.5	153.1	64.6	55.6	2,274	37.4	39.4	55.3	54.0	I-4	3.19 x 3.40	1.8/109	MFI	9.0	90@5,500	100@3,000	13.8	5.1	4.3	3.67	F	14	31.2
Jetta 2-dr. Sedan	97.3	171.7	65.5	55.7	2,312	38.1	39.5	56.3	56.0	I-4	3.19 x 3.40	1.8/109	MFI	10.0	100@5,400	107@3,400	14.5	7.3	4.3	3.67	F	13	34.4
Jetta 4-dr. Sedan	97.3	171.7	65.5	55.7	2,367	38.1	39.5	56.3	56.0	I-4	3.19 x 3.40	1.8/109	MFI	10.0	100@5,400	107@3,400	14.5	7.3	4.3	3.67	F	13	34.4
Jetta GL 4-dr. Sedan	97.3	171.7	66.1	55.7	2,331	38.1	39.5	56.3	56.0	I-4	3.19 x 3.40	1.8/109	MFI	10.0	105@5,400	110@3,400	14.5	7.3	4.3	3.67	F	13	34.4
Jetta Caret 4-dr. Sedan	97.3	171.7	66.1	55.7	2,433	38.1	39.5	56.3	56.0	I-4	3.19 x 3.40	1.8/109	MFI	10.1	105@5,400	110@3,400	14.5	7.3	4.3	3.67	F	14	34.4
Jetta GLI 16-V 4-dr. Sedan	97.3	171.7	66.1	55.7	2,416	38.1	39.5	56.3	56.0	I-4	3.19 x 3.40	1.8/109	MFI	10.0	123@5,800	120@4,250	14.5	7.3	4.3	3.67	F	14	34.4
GTI 16-V 2-dr. Hatchback	97.3	158.0	66.1	55.7	2,267	38.1	39.5	56.3	56.0	I-4	3.19 x 3.40	1.8/109	MFI	10.0	123@5,800	120@4,250	14.5	7.3	4.3	3.67	F	14	34.4
Golf 2-dr. Hatchback	97.3	158.0	65.5	55.7	2,194	38.1	39.5	56.3	56.0	I-4	3.19 x 3.40	1.8/109	MFI	10.0	100@5,400	110@3,400	14.5	7.3	4.3	3.67	F	13	34.4
Golf 4-dr. Hatchback	97.3	158.0	65.5	55.7	2,246	38.1	39.5	56.3	56.0	I-4	3.19 x 3.40	1.8/109	MFI	10.0	100@5,400	107@3,400	14.5	7.3	4.3	3.67	F	13	34.4
Fox 2-dr. Sedan	92.8	163.4	63.0	53.7	2,126	36.6	41.1	53.1	53.9	I-4	3.19 x 3.40	1.8/109	MFI	9.0	81@5,500	93@3,250	12.4	6.4	3.7	3.89	F	13	31.5
Fox 4-dr. Sedan	92.8	163.4	63.0	53.7	2,203	36.6	41.1	53.1	53.9	I-4	3.19 x 3.40	1.8/109	MFI	9.0	81@5,500	93@3,250	12.4	6.4	3.7	3.89	F	13	31.5
Fox 4-dr. Wagon	92.8	163.4	63.0	53.7	2,214	36.6	41.1	53.1	53.9	I-4	3.19 x 3.40	1.8/109	MFI	9.0	81@5,500	93@3,250	12.4	6.4	3.7	3.89	F	13	31.5
VOLVO 240 Sedan DL & GL	104.3	189.9	67.3	56.3	2,919	37.9	40.1	56.3	53.5	I-4	3.78 x 3.15	2.3/141	FI	9.8	114@5,400	136@2,750	15.8	8.0	4.7	3.31	R	14	32.2
240 Wagon DL & GL	104.3	190.7	67.7	57.1	3,051	37.9	40.1	56.3	53.5	I-4	3.78 x 3.15	2.3/141	FI	9.8	114@5,400	136@2,750	15.8	8.0	4.7	3.31	R	14	32.2
740 Sedan GL	109.1	188.4	69.3	55.5	2,954	38.6	41.0	57.9	57.5	I-4	3.78 x 3.15	2.3/141	FI	9.8	114@5,400	136@2,750	15.8	8.0	4.7	3.31	R	15	32.5
740 Wagon GL	109.1	188.4	69.3	56.5	3,082	38.6	41.0	57.9	57.5	I-4	3.78 x 3.15	2.3/141	FI	9.8	114@5,400	136@2,750	15.8	8.0	4.7	3.31	R	15	32.5
740 GLE Sedan	109.1	188.4	69.3	55.5	3,009	38.6	41.0	57.9	57.5	I-4	3.78 x 3.15	2.3/141	FI	10.0	153@5,700	150@4,450	15.8	8.0	4.7	3.73	R	15	32.5
740 GLE Wagon	109.1	188.4	69.3	56.5	3,135	38.6	41.0	57.9	57.5	I-4	3.78 x 3.15	2.3/141	FI	10.0	153@5,700	150@4,450	15.8	8.0	4.7	3.73	R	15	32.5
740 Turbo Sedan	109.1	188.4	69.3	55.5	3,067	38.6	41.0	57.9	57.5	I-4	3.78 x 3.15	2.3/141	FI	8.7	160@5,300	187@2,900	15.8	8.0	4.7	3.54	R	15	32.5
740 Turbo Wagon	109.1	188.4	69.3	56.5	3,177	38.6	41.0	57.9	57.5	I-4	3.78 x 3.15	2.3/141	FI	8.7	160@5,300	187@2,900	15.8	8.0	4.7	3.54	R	15	32.5
760 Sedan	109.1	188.4	69.3	55.5	3,303	38.6	41.0	57.9	59.8	V-6	3.58 x 2.87	2.8/173	FI	9.5	145@5,100	173@3,750	21.0	10.0	6.8	3.73	R	15	32.5
760 Wagon	109.1	188.4	69.3	56.5	3,272	38.6	41.0	57.9	57.5	I-4	3.78 x 3.15	2.3/141	FI	8.7	160@5,300	187@2,900	21.0	8.0	4.7	3.73	R	15	32.5
780 Coupe	109.1	188.8	69.3	55.1	3,415	37.2	41.0	57.9	57.5	V-6	3.58 x 2.87	2.8/173	FI	9.5	145@5,100	173@3,750	21.0	10.0	6.8	3.73	R	15	32.5
OPTIONAL ENGINES: 740 Turbo and 760 Turbo										I-4	3.78 x 3.15	2.3/141	FI	8.7	160@5,300	187@2,900							
780 Turbo										I-4	3.78 x 3.15	2.3/141	FI	8.7	175@5,400	187@2,900							
YUGO GV 3-dr. Hatchback	84.6	139.0	60.7	54.7	1,832	37.0	39.0	51.5	51.7	I-4	3.15 x 2.19	1.1/68.1	2V	9.2	52@5,000	52@4,600	8.0	7.0	4.5	3.76	F	13	31.2
GVX 3-dr. Hatchback	84.6	139.3	60.7	54.1	1,876	37.0	39.0	51.8	52.0	I-4	3.40 x 2.18	1.3/79.2	2V	9.1	61@5,000	68@4,000	8.0	7.0	4.5	3.76	F	13	31.2
GVC Cabriolet	84.6	139.0	60.7	54.3	1,956	37.0	39.0	51.5	51.7	I-4	3.40 x 2.18	1.3/79.2	2V	9.1	61@5,000	68@4,000	8.0	7.0	4.5	3.76	F	13	31.2

NOTE: This table has been compiled from information supplied by factories, distributors and directed sources. Every reasonable precaution has been taken to insure accuracy, but Automotive News cannot assume any liability by reason of inaccuracies or omissions. Specifications are subject to change without notice.

PRODUCTS/SPECIFICATIONS

1989-model domestic car body family designations

There are major revisions in body family (platform) designations of General Motors, Ford Motor Co. and Chrysler Motors '89 model cars.

Chrysler added a new front-wheel-drive A-body Plymouth Acclaim and Dodge Spirit. Dropped were the: CV-body Chrysler Town & Country Wagon and LeBaron four-door notchback; and E-body Plymouth Caravelle, Dodge 600 and New Yorker Turbo. K (U.S.-built) and H platforms were phased out during '89.

Ford Motor Co. discontinued the EXP, but added the ST16-platform Probe built by Mazda Motor Manufacturing (USA) Inc. Ford Thunderbird and Mercury Cougar were redesignated MN12 in '89.

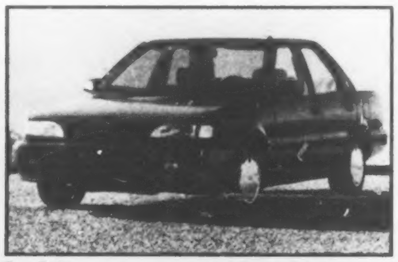
Ford has adopted the practice of giving its passenger-car programs specific code designations. For example, Lincoln Continental is the FN9 and Taurus/Sable the DN5, even though they are derived from the same platform. The first initial refers to car size or type. The second initial indicates whether it is a North American program (N) or a car developed with Mazda (T). Some future products will carry a W designation, indicating a world car strategy. For example, a replacement for the U.S. Tempo/Topaz and European Sierra is being developed under the CDW27 code name. Initials indicate the car will be between Tracer (C) and Taurus (D) in size and is being developed for world markets — Europe and North America.

Other future code names will include the 1990 model Town Car (FN36) and 1991 model replacements for Escort and Tracer (CT20) and Crown Victoria/Grand Marquis (EN53).

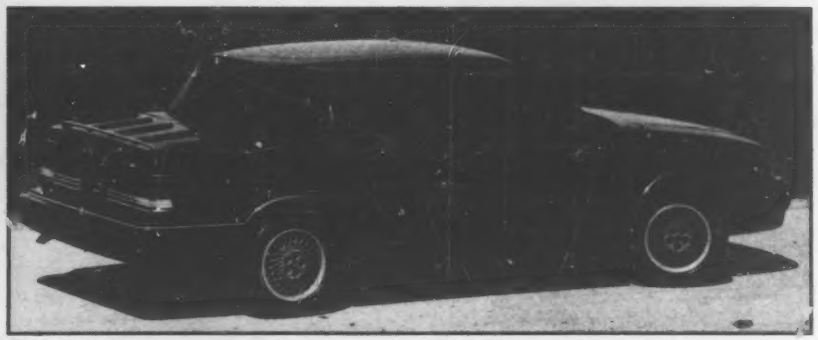
General Motors dropped several nameplates in '89: the B-body Pontiac Parisienne Wagon; rear-wheel-drive G-body Chevrolet Monte Carlo and Oldsmobile Cutlass Supreme Classic; P-body Pontiac Fiero; J-body Oldsmobile Firenza and Cadillac Cimarron; and C-body Fleetwood d'Elegance.

Other GM changes in '89 include: a new C-body Buick Park Avenue; redesignated Z-body Buick Reatta (formerly E-body); renamed H-body 88 Royale (formerly Delta 88 Royale); and grouping of Chevrolet imports under the Geo nameplate. ■

Buick Reatta


Geo Prizm

Ford Thunderbird


Plymouth Acclaim

Buick Park Avenue Ultra

CHRYSLER MOTORS CORP.

	Plymouth	Dodge	Chrysler	Eagle
A	Acclaim	Spirit	—	—
B	—	—	—	Premier
C	—	Dynasty	New Yorker, New Yorker Landau	—
G	—	Daytona	—	—
H*	—	Lancer	LeBaron GTS, LeBaron Hatchback	—
J	—	—	LeBaron Coupe & Convertible	—
K*	Reliant America	Aries America	—	—
L	Horizon America	Omni America	—	—
P	Sundance	Shadow	—	—
Q	—	—	TC by Maserati	—

*—H phased out of production in March 1989; K phased out of U.S. production in December 1988.

FORD MOTOR CO.

	Ford	Mercury	Lincoln
BT17	Festiva	—	—
CT18	—	Tracer	—
DN5	Taurus	Sable	—
Erika	Escort	—	—
FN9	—	—	Continental
Fox	Mustang	—	—
LS	—	—	Mark VII
MN12	Thunderbird	Cougar	—
Panther	LTD Crown Victoria, Country Squire Wagon	Grand Marquis, Colony Park Wagon	Town Car
ST16	Probe	—	—
Topaz	Tempo	Topaz	—

GENERAL MOTORS CORP.

	Chevrolet	Pontiac	Oldsmobile	Buick	Cadillac
A	Celebrity	6000	Cutlass Ciera	Century	—
B	Caprice, Caprice Wagon	Safari Wagon	Custom Cruiser Wagon	Electra Estate Wagon, LeSabre Estate Wagon	—
C	—	—	Ninety-Eight Regency, Touring Sedan	Electra, Park Avenue	DeVille, Fleetwood, Fleetwood Sixty Special
D	—	—	—	—	Brougham
E	—	—	Toronado, Trofeo	Riviera	Eldorado
F	Camaro	Firebird	—	—	—
H	—	Bonneville	88 Royale	LeSabre	—
J	Cavalier	Sunbird	—	Skyhawk	—
K	—	—	—	—	Seville
L	Corsica, Beretta	Tempest (Canadian)	—	—	—
M	Geo Metro	—	—	—	—
N	—	Grand Am	Cutlass Calais	Skylark	—
R	Geo Spectrum	—	—	—	—
S	Geo Prizm	—	—	—	—
T	—	LeMans	—	—	—
V	—	—	—	—	Allante
W	—	Grand Prix	Cutlass Supreme	Regal	—
Y	Corvette	—	—	—	—
Z	—	—	—	Reatta	—

PRODUCTS/SPECIFICATIONS

1989-model light-duty truck specifications

Make and Model	Dimensions and Capacities										Standard Engine					
	Wheelbase (in.) Standard	Wheelbase (in.) Maximum	Overall Length (in.) Standard	Overall Length (in.) Maximum	Width (in.)	Height (in.)	Gross Vehicle Weight Range (lbs.)	Payload Range (lbs.)	Wheel diameter (in.)	Fuel Tank (U.S. gals.)	Type	Displacement (liters/cu. in.)	Carburetion	Horsepower	4 WD Availability	Optional Engines
CHEVROLET/GMC S-10/15 Pickup	108.3	122.9	178.2	194.2	64.8	61.3	3,662- 5,386	1,000-1,500	14.0	20.0	I-4	2.5/151	FI	92	X	2.8/173, V6 FI on 2wd; 4.3/262, FI, V-6 (2wd, 4wd)
S-10/15 Blazer/Jimmy (2wd & 4wd)	100.5	—	170.3	—	65.4	64.1	3,961- 5,013	1,000	15.0	20.0	V-6	2.8/173	FI	125	X	2.8/173, FI on 2wd; 4.3/262, FI, V-6 (2wd, 4wd)
C/K, Sierra 1500	117.5	155.5	194.1	237.0	76.7	70.4	5,600- 6,600	1,319-2,308	15.0	25.0	V-6	4.3/262	FI	160	X	5.0/305, FI, V-8; 5.7/350, FI, V-8; 6.2/379, diesel, V-8
C/K, Sierra 2500	131.5	155.5	212.6	236.9	76.7	73.0	7,200- 8,600	2,135-4,245	16.0	25.0	V-6	4.3/262	FI	160	X	5.0/305, FI, V-8; 5.7/350, FI, V-8; 6.2/379, diesel, V-8
C/K, Sierra 3500	131.5	155.5	212.9	212.6	76.8	75.8	8,600-10,000	3,225-5,253	16.0	25.0	V-8	5.7/350	FI	190	X	7.4/454, TBI, V-8; 6.2/379, diesel, V-8
Blazer/Jimmy (4wd)*	106.5	—	184.8	—	79.6	73.8	6,100- 6,250	1,450-1,570	15.0	31.0	V-8	5.7/350	FI	210	X	6.2/379, FI, diesel, V-8
R/V-10/1500 — 25/2500 Suburbans	129.5	—	219.1	—	79.6	72.0	6,100- 8,600	1,454-3,788	15.0	31.0	V-8	5.7/350	FI	210	X	6.2/379, diesel, V-8; 7.4/454, FI, V-8
G-10/1500 to 3500 Van/Wagon	110.0	125.0	178.5	178.2	79.5	80.0	4,900- 8,600	1,038-4,178	15.0	22.0	V-6	4.3/262	FI	150		5.0/305, FI, V-8; 5.7/350, FI, V-8; 6.2/379, diesel, V-8; 7.4/454, FI, V-8
Astro/Safari Van (cargo & passenger)	111.0	—	176.8	—	77.0	74.9	5,000- 5,600	1,200-1,820	15.0	17.0	I-4	2.5/151	TBI	92		4.3/262, TBI, V-6 (standard on passenger models)
DODGE Raider	92.5	—	157.3	—	66.1	72.8	4,165	1,505	15.0	15.9	I-4	2.6/156	2V	109	X	3.0/181, MFI, V-6, 143 hp
Ram 50	105.1	116.1	176.9	193.5	65.1	60.8	4,165- 4,845	1,415-1,720	14.0	13.7	I-4	2.0/122	2V	90	X	2.6/156, 2V, I-4, 109 hp
Ramcharger	106.0	—	184.6	—	79.5	69.7	5,600- 6,400	1,362-1,788	15.0	34.0	V-8	5.2/318	TBI	140	X	5.9/360, TBI, V-8, 190 hp
B150-B350 Ram Van/Wagon	109.6	127.6	178.9	222.9	79.8	79.6	5,000- 9,000	1,220-4,465	15.0	22.0	V-6	3.9/239	TBI	125		5.2/318, TBI, V-8, 140hp; 5.9/360, TBI, V-8, 190 hp
Caravan, Caravan C/V, Gr. Caravan, Plymouth Voyager, Grand Voyager	112.0	119.0	175.9	190.5	72.0	64.4	4,060- 5,010	1,202-2,000	14.0	20.0	I-4	2.5/153	TBI	100		2.5/153, Turbo MFI, I-4, 150 hp; 3.0/181, MFI, V-6, 142 hp
Dakota	112.0	124.0	185.9	204.4	68.4	64.2	4,170- 5,820	1,250-2,550	14.0	15.0	I-4	2.2/153	TBI	100	X	3.9/239, TBI, V-6, 125 hp
D/W 100-150	115.0	131.0	190.8	210.8	79.5	69.0	4,950- 6,050	1,293-2,355	15.0	22.0	V-6	3.9/239	TBI	125	X	5.2/318, TBI, V-8, 140 hp; 5.9/360, TBI, V-8, 190 hp
D/W 250	131.0	—	210.8	—	79.5	73.0	6,600- 8,510	2,415-4,165	16.0	22.0	V-6	3.9/239	TBI	125	X	5.2/318, TBI, V-8, 140 hp; 5.9/360, TBI, V-8, 190 hp; 5.9/360, diesel, I-6, 160 hp
D/W 350	131.0	—	201.8	—	79.5	72.0	8,700-10,100	3,985-5,520	16.0	22.0	V-8	5.9/360	TBI	190	X	5.9/360, diesel, I-6, 160 hp
FORD Ranger Pickup	107.9	125.0	175.6	192.7	66.8	63.7	4,020- 4,760	1,200-1,700	14.0	17.0	I-4	2.3/140	MFI	100	X	2.9/179, MFI, V-6
F-150 Pickup	116.8	155.0	194.1	232.2	79.0	69.9	5,250- 6,250	1,575-2,485	15.0	18.2	I-6	4.9/300	MFI	150	X	5.0/302, MFI, V-8; 5.8/351, MFI, V-8
F-250 Pickup	133.0	155.0	210.2	232.2	79.0	73.0	6,600- 8,800	2,650-4,450	16.0	19.0	I-6	4.9/300	MFI	150	X	5.0/302, MFI, V-8; 5.8/351, MFI, V-8
F-350 Pickup	133.0	168.4	210.2	245.7	79.0	73.4	9,200-10,000	4,110-5,270	16.0	19.0	I-6	4.9/300	MFI	150	X	5.8/351, MFI, V-8; 7.3/444, Diesel, V-8; 7.5/460, MFI, V-8
Bronco II	94.0	-	161.9	—	68.0	68.9	4,040- 4,440	750	15.0	23.0	V-6	2.9/179	MFI	140	X	None
Bronco	104.7	-	180.5	—	79.1	74.0	6,050- 6,450	1,100-1,200	15.0	32.0	I-6	4.9/300	MFI	150	X	5.0/302, MFI, V-8; 5.8/351, MFI, V-8
Aerostar Van/Wagon	118.9	—	174.9	190.3	71.7	72.9	4,820- 5,200	1,605-2,010	14.0	21.0	V-6	3.0/182	MFI	145		None
E-150 to 350 Van/Wagon	124.0	138.0	186.6	226.8	79.9	79.2	5,500- 9,400	1,545-4,660	15.0	18.0	I-6	4.9/300	MFI	150		5.0/302, MFI, V-8; 5.8/351, MFI, V-8; 7.3/444, diesel, V-8; 7.5/460, MFI, V-8
GEO Tracker*	86.6	—	142.5	—	64.2	65.0	N.A.	900	15.0	11.1	I-4	1.6/97	TBI	80	X	None
ISUZU Trooper/Trooper II*	90.6	104.3	162.3	176.0	65.0	72.6	4,740-	1,140-1,165	15.0	21.9	I-4	2.6/156	MFI	120	X	2.8/173, TBI, V-6, 120 hp
Pickup	105.6	119.2	177.3	193.8	66.6	62.3	4,300- 5,400	1,375-1,675	14.0	14.0	I-4	2.3/138	2V	96	X	2.6/156, MFI, I-4, 120 hp
Amigo	91.7	—	164.2	168.1	70.1	65.2	3,850- 4,200	865- 960	15.0	21.9	I-4	2.3/138	2V	96	X	2.6/156, I-4, MFI
JEEP Wrangler*	93.4	—	152.6	—	66.0	72.0	4,350	800	15.0	15.0	I-4	2.5/151	TBI	121	X	4.2/258, 2V, I-6, 112 hp
Comanche	113.1	119.6	179.3	194.0	71.7	63.7	4,650- 5,550	1,475-2,205	15.0	18.0	I-4	2.5/151	TBI	121	X	4.0/242, MFI, I-6, 177 hp
Cherokee/Wagoneer	101.4	—	165.3	—	70.5	63.3	4,550- 4,900	1,150	15.0	20.2	I-4	2.5/151	TBI	121	X	4.0/242, MFI, I-6, 177 hp
Grand Wagoneer*	108.7	—	186.4	—	74.8	66.4	6,200	1,300	15.0	20.3	V-8	5.9/360	4V	144	X	None
LAFORZA	106.2	—	179.9	—	78.7	72.6	5,250	—	16.0	27.5	V-8	5.0/302	MFI	185	X	None
LAMBORGHINI LM 002	122.4	—	N.A.	—	N.A.	N.A.	5,720	N.A.	17.0	N.A.	V-12	5.2/315	N.A.	450	X	
MAZDA B-Series Pickup	108.7	118.1	177.6	198.8	65.7	61.8	4,460- 4,995	1,400	14.0	14.8	I-4	2.2/133	2V	85	X	2.6/159, MFI, I-4, 121 hp
MPV	110.4	110.8	175.8	—	71.9	68.1	—	1,000-1,400	14.0	15.9	I-4	2.6/159	MFI	121	X	3.0/180, MFI, V-6, 150 hp
MITSUBISHI 2wd Mighty Max/SPX	105.1	116.1	177.2	193.7	65.2	58.3	4,165- 4,896	1,430-2,110	14.0	13.7	I-4	2.0/122	2V	90	X	2.6/156, 2V, 109 hp
4wd Mighty Max	105.5	116.5	177.2	193.7	65.9	63.4	4,655- 4,845	1,625-1,662	15.0	15.7	I-4	2.6/156	2V	109	X	
Montero 2-door	92.5	—	153.5	155.1	66.1	72.4	4,210- 4,850	1,095-1,437	15.0	15.8	I-4	2.6/156	2V	109	X	V-6, 3.0/181, MFI, 143 hp
Montero 4-door	106.1	—	181.7	183.1	66.1	74.4	5,291	1,455-1,510	15.0	24.3	V-6	3.0/181	MFI	143	X	
Wagon/Van	88.0	—	171.7	175.2	66.5	71.3	4,961	1,576-1,951	14.0	14.2	I-4	2.3/143	MFI	107		
NISSAN Pickup	104.3	116.1	174.6	195.5	66.5	67.1	5,150	1,400-2,000	15.0	15.9	I-4	2.4/146	FI	106	X	3.0/181, EFI, V6, 145 hp
Pathfinder*	104.3	—	171.9	—	66.5	65.7	5,000	1,150	15.0	21.1	V-6	3.0/181	FI	145	X	None
RANGE ROVER Sport/Utility Vehicle	100.0	—	175.0	—	71.4	70.8	5,997	1,625	16.0	20.0	V-8	3.9/241	MFI	178	X	N.A.
SUZUKI Sidekick*	86.6	—	142.5	—	64.2	65.6	3,197	893-1,070	15.0	11.1	I-4	1.6/97.0	TBI	80	X	1.3/79, 2V, I-4, 64 hp
Samurai*	79.9	—	135.0	135.4	60.2	65.6	2,932	838- 871	15.0	10.6	I-4	1.3/80	2V	64	X	None
TOYOTA Van	88.0	—	175.8	—	66.3	70.3	4,750- 5,170	1,545-2,020	14.0	15.9	I-4	2.2/137	MFI	101	X	None
Pickup	103.0	137.0	174.6	193.5	66.8	60.8	1,400- 5,500	1,400-2,655	14.0	17.2	I-4	2.4/144	2V	103	X	2.4/144, MFI, I-4, 116 hp; 3.0/181, MFI, V-6, 150 hp
4Runner*	103.0	—	174.8	—	66.5	66.1	5,080- 5,180	1,445-1,475	15.0	17.2	I-4	2.4/144	MFI	116	X	3.0/181, MFI, V-6, 180 hp
Land Cruiser*	107.5	—	184.0	—	70.9	68.9	5,622	1,142	15.0	23.8	V-6	4.0/241	MFI	155	X	None
VOLKSWAGEN Vanagon	96.9	—	179.9	—	72.6	75.9	5,270- 5,560	1,720-1,810	14.0	15.9	H-4	2.1/129	MFI	90	X	None

NOTE: *—4wd only

This table has been compiled from information supplied by factories, distributors and other sources. Every reasonable precaution has been taken to insure accuracy, but Automotive News cannot assume any liability by reason of inaccuracies or omissions. Specs are subject to change without notice.

Listings for carburetion include 2V for two-barrel, 4V for four-barrel, FI for electronic fuel injection, MFI for multi-port fuel injection and TBI for throttle body fuel injection. Engine classifications include I for in-line and H for horizontally opposed.

Warranty Coverage Comparison

	Basic Coverage	Extra Drivetrain/Major Component	Corrosion Coverage	Towing for Warranty-Covered Breakdown	Deductible for Extra Drivetrain/Component
DOMESTIC					
FORD*	1/12,000	6/60,000	6/100,000	YES	$100
MERCURY*	1/12,000	6/60,000	6/100,000	YES	$100
LINCOLN/MERKUR	1/12,000	6/60,000	6/100,000	YES	$100
BUICK	3/50,000	—	6/100,000	YES	$100
CHEVROLET*	3/50,000	—	6/100,000	YES	$100
OLDSMOBILE	3/50,000	—	6/100,000	YES	$100
PONTIAC*	3/50,000	—	6/100,000	YES	$100
CADILLAC	4/50,000	—	6/100,000	YES	$100
CADILLAC Allante	1/12,000	7/100,000	7/100,000	YES	$25
CHRYSLER MOTORS	1/12,000	7/70,000	7/100,000	YES	$100
CHRYSLER New Yorker/New Yorker Landau	5/50,000	7/70,000	7/100,000	YES	$100
CHRYSLER Captive Imports	3/36,000	3/50,000	5/Unlimited	YES	—
EAGLE	1/12,000	7/70,000	7/100,000	YES	$100
JEEP	1/12,000	7/70,000	3/Unlimited	YES	$100
JAPAN					
ACURA	3/36,000	—	3/Unlimited	YES	—
DAIHATSU	3/36,000	—	3/Unlimited	YES	—
HONDA	3/36,000	—	3/Unlimited	YES	—
ISUZU	3/36,000	—	3/Unlimited	YES	—
MAZDA	3/50,000	—	5/Unlimited	YES	—
MITSUBISHI	3/36,000	3/50,000	3/Unlimited	YES	—
MITSUBISHI Precis	1/12,000	3/36,000	3/Unlimited	YES	—
MITSUBISHI '89 Galant/Mirage	3/36,000	3/50,000	7/100,000	YES	—
NISSAN	3/36,000	—	5/Unlimited	YES	—
SUBARU	3/36,000	—	6/60,000	YES	—
SUZUKI	2/24,000	2/24,000	3/Unlimited	NO	—
TOYOTA	3/36,000	—	5/Unlimited	YES	—
KOREA					
HYUNDAI	3/36,000	—	3/Unlimited	1 year Autoclub	—
FRANCE					
PEUGEOT	3/36,000	5/50,000	3/36,000	3 years Autoclub	—
GERMANY					
AUDI	3/50,000	—	6/Unlimited	3 years Autoclub	—
BMW	3/36,000	—	6/Unlimited	1/12,000	—
MERCEDES-BENZ	4/50,000	—	—	YES	—
PORSCHE	2/Unlimited	—	10/Unlimited	NO	—
VOLKSWAGEN	2/24,000	5/50,000	6/Unlimited	YES	—
GREAT BRITAIN					
ASTON MARTIN	2/24,000	—	—	NO	—
AUSTIN ROVER	3/36,000	—	6/Unlimited	3/36,000	—
JAGUAR	3/36,000	—	6/60,000	YES	—
LOTUS	2/Unlimited	—	8/Unlimited	NO	—
RANGE ROVER	3/36,000	—	6/Unlimited	3 years Autoclub	—
ROLLS-ROYCE	3/Unlimited	—	—	NO	—
ITALY					
ALFA ROMEO	3/36,000	3/36,000	6/60,000	NO	—
FERRARI	2/Unlimited	—	—	NO	—
MASERATI	3/36,000	—	—	YES	—
SWEDEN					
SAAB	3/36,000	—	6/Unlimited	1/Unlimited	—
VOLVO	1/Unlimited	3/Unlimited	8/Unlimited	3 years Autoclub	—
YUGOSLAVIA					
YUGO	1/12,000	4/40,000	12/12,000	YES	$25

*Includes captive imports

Compiled by Automotive News

1989 U.S. models by make, body style

	4-Door Models	2-Door Models*	Convert-ibles	4-Door Wagons	1989 Totals	(Final 1988 Totals)
Chrysler Motors	19	15	4	0	38	(39)
Chrysler Fifth Avenue	0	0	0	0	0	(1)
LeBaron	0	0	0	0	0	(2)
LeBaron hatchback	0	0	0	0	0	(2)
LeBaron J	0	4	4	0	8	(4)
New Yorker	2	0	0	0	2	(2)
Dodge Aries	1	1	0	0	2	(3)
Daytona	0	4	0	0	4	(3)
Dodge 600	0	0	0	0	0	(2)
Diplomat	0	0	0	0	0	(2)
Dynasty	2	0	0	0	2	(2)
Lancer	0	0	0	0	0	(2)
Omni	1	0	0	0	1	(1)
Shadow	1	1	0	0	2	(2)
Spirit	3	0	0	0	3	(0)
Eagle Premier	3	0	0	0	3	(2)
Plymouth Acclaim	3	0	0	0	3	(0)
Caravelle	0	0	0	0	0	(2)
Gran Fury	0	0	0	0	0	(1)
Horizon	1	0	0	0	1	(1)
Laser	0	3	0	0	3	(0)
Reliant	1	1	0	0	2	(3)
Sundance	1	1	0	0	2	(2)
Ford Motor Co.	23	22	3	12	60	(60)
Ford Escort	1	3	0	1	5	(5)
Escort EXP	0	0	0	0	0	(1)
Ltd Crown Victoria	2	0	0	4	6	(7)
Mustang	0	5	3	0	8	(5)
Probe	0	3	0	0	3	(3)
Taurus	4	0	0	3	7	(7)
Tempo	4	2	0	0	6	(6)
Thunderbird	0	3	0	0	3	(4)
Lincoln Town Car	3	0	0	0	3	(3)
Continental	2	0	0	0	2	(2)
Mark VII	0	2	0	0	2	(2)
Mercury Cougar	0	2	0	0	2	(2)
Grand Marquis	2	0	0	2	4	(4)
Sable	2	0	0	2	4	(4)
Topaz	3	2	0	0	5	(5)
General Motors	52	47	6	15	120	(127)
Buick Century	2	1	0	2	5	(6)
Electra/Park Avenue	4	0	0	1	5	(4)
Le Sabre	2	2	0	1	5	(5)
Reatta	0	1	0	0	1	(1)
Regal	0	2	0	0	2	(2)
Riviera	0	1	0	0	1	(1)
Skyhawk	1	1	0	1	3	(3)
Skylark	4	2	0	0	6	(4)
Cadillac Allante	0	0	1	0	1	(1)
Brougham	1	0	0	0	1	(1)
Cimarron	0	0	0	0	0	(1)
DeVille-Fleetwood	3	2	0	0	5	(4)
Eldorado	0	1	0	0	1	(1)
Seville	1	0	0	0	1	(1)
Chevrolet Camaro	0	2	2	0	4	(4)
Caprice	4	0	0	1	5	(5)
Cavalier	1	3	1	1	6	(8)
Celebrity	1	0	0	2	3	(4)
Corsica/Beretta	3	2	0	0	5	(2)
Corvette	0	1	1	0	2	(2)
Lumina	2	0	0	0	2	(0)
Geo Prizm	2	0	0	0	2	(3)
Oldsmobile Cutlass Calais	4	4	0	0	8	(6)
Cutlass Ciera	3	3	0	2	8	(8)
Cutlass Supreme	0	3	0	0	3	(3)
Firenza	0	0	0	0	0	(3)
Oldsmobile 88	2	2	0	1	5	(5)
Oldsmobile 98	3	0	0	0	3	(3)
Toronado	0	2	0	0	2	(2)
Pontiac Bonneville	3	0	0	1	4	(3)
Fiero	0	0	0	0	0	(3)
Firebird	0	4	0	0	4	(4)
Grand Am	2	2	0	0	4	(6)
Grand Prix	0	3	0	0	3	(3)
Pontiac 6000	3	0	0	2	5	(8)
Sunbird	1	3	1	0	5	(6)
Honda*	5	5	0	0	10	(7)
Accord	3	2	0	0	5	(5)
Civic	2	3	0	0	5	(2)
Mazda*	0	4	0	0	4	(3)
MX-6	0	4	0	0	4	(3)
Mitsubishi*	0	4	0	0	4	(0)
Eclipse	0	4	0	0	4	(0)
Nissan*	2	3	0	0	5	(6)
Sentra	2	3	0	0	5	(6)
Toyota*	6	0	0	0	6	(3)
Camry	3	0	0	0	3	(0)
Corolla	3	0	0	0	3	(3)
Volkswagen*	0	0	0	0	0	(9)
Golf	0	0	0	0	0	(5)
GTi	0	0	0	0	0	(1)
Jetta	0	0	0	0	0	(3)
Domestic Totals	107	100	13	27	247	(254)
1989 Import Totals	125	140	19	41	325	(348)
Domestic-Import Totals	232	240	32	68	572	(602)

NOTES: *—Totals for Honda, Mazda, Mitsubishi, Nissan, Toyota and Volkswagen include only models built in the United States.

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1989 EPA mileage specifications

Car Line	Est. MPG		Displ (liters)	Trans	Fuel Sys
	City	Hwy			
Two Seaters					
Alfa Romeo Spider	21	27	2.0	M5	FI
Bertone X1/9	23	28	1.5	M5	FI
Buick Reatta	19	28	3.8	L4	FI
Cadillac Allante	15	23	4.5	L4	FI
Chevrolet Corvette	17	25	5.7	L4	FI
Chevrolet Corvette	16	25	5.7	M6	FI
Chevrolet Corvette Convertible	17	25	5.7	L4	FI
Chevrolet Corvette Convertible	16	25	5.7	M6	FI
Chrysler TC by Maserati Turbo	18	22	2.2	A3	FI
Chrysler TC by Maserati Turbo	17	21	2.5	A3	FI
Chrysler TC by Maserati Turbo	17	22	2.5	L3	FI
Ferrari Testarossa	10	15	4.9	M5	FI
Ferrari 328 GTS/GTB	13	18	3.2	M5	FI
Honda Civic CRX	29	36	1.5	L4	FI
Honda Civic CRX	34	41	1.5	M5	FI
Honda Civic CRX	28	33	1.6	M5	FI
Honda Civic CRX HF	45	52	1.5	M5	FI
Honda Civic CRX HF	50	56	1.5	M5	FI
Jaguar XJ-S Convertible	12	16	5.3	A3	FI
Maserati Karif	15	20	2.8	M5	FI
Maserati Spyder	15	20	2.8	M5	FI
Mercedes-Benz 560SL	14	17	5.6	A4	FI
Nissan 300ZX	13	26	3.0	L4	FI
Nissan 300ZX Turbo	17	24	3.0	L4	FI
Nissan 300ZX	17	25	3.0	M5	FI
Nissan 300ZX Turbo	17	25	3.0	M5	FI
Subaru XT-DL	24	28	1.8	M5	FI
Toyota MR2	22	27	1.6	L4	FI
Toyota MR2	25	30	1.6	L4	FI
Toyota MR2	24	30	1.6	M5	FI
Toyota MR2	26	31	1.6	M5	FI
Minicompact Cars					
Ferrari 3.2 Mondial Cabriolet	13	18	3.2	M5	FI
Maserati 225	15	20	2.8	M5	FI
Porsche 911 Carrera	18	24	3.2	M5	FI
Porsche 911 Carrera Turbo	13	20	3.3	M5	FI
Porsche 911 Turbo	14	21	3.3	M5	FI
Porsche 928 S4	15	19	5.0	A4	FI
Porsche 928 S4	14	22	5.0	M5	FI
Porsche 944	18	22	2.7	A3	FI
Porsche 944	19	26	2.7	M5	FI
Porsche 944 Turbo	19	27	2.5	M5	FI
Toyota Celica Convertible	26	32	2.0	L4	FI
Toyota Celica Convertible	26	32	2.0	M5	FI
Volkswagen Cabriolet	22	24	1.8	A3	FI
Volkswagen Cabriolet	24	27	1.8	M5	FI
Subcompact Cars					
Acura Integra	25	30	1.6	L4	FI
Acura Integra	26	30	1.6	M5	FI
Alfa Romeo Milano	18	22	2.5	A3	FI
Alfa Romeo Milano	28	24	2.5	M5	FI
Alfa Romeo Milano	18	25	3.0	M5	FI
Aston Martin Lagonda	8	11	5.3	L3	FI
Aston Martin Saloon/Vantage Volante	8	11	5.3	L3	FI
Aston Martin Saloon/Vantage Volante	8	11	5.3	M5	FI
Audi 80/90	23	27	2.0	A3	FI
Audi 80/90	22	30	2.0	M5	FI
Audi 80/90	19	22	2.3	A3	FI
Audi 80/90	20	26	2.3	M5	FI
Audi 80/90 Quattro	18	24	2.3	M5	FI
BMW M3	17	29	2.3	M5	FI
BMW M6	10	19	3.5	M5	FI
BMW 325i Convertible	18	23	2.5	L4	FI
BMW 325i Convertible	18	24	2.5	M5	FI
BMW 325i/325is	18	22	2.5	L4	FI
BMW 325i/325is	18	23	2.5	M5	FI
BMW 325ix	19	22	2.5	L4	FI
BMW 325ix	17	23	2.5	M5	FI
BMW 635CSi	15	19	3.4	L4	FI
BMW 635CSi	15	23	3.4	M5	FI
Chevrolet Camaro	19	27	2.8	L4	FI
Chevrolet Camaro	18	27	2.8	M5	FI
Chevrolet Camaro	17	26	5.0	L4	FI
Chevrolet Camaro	16	25	5.0	L4	FI
Chevrolet Camaro	17	26	5.0	M5	FI
Chevrolet Camaro	17	25	5.0	M5	FI
Chevrolet Camaro	17	25	5.7	L4	FI
Chevrolet Cavalier Convertible	20	27	2.8	L3	FI
Chevrolet Cavalier Convertible	18	29	2.8	M5	FI
Chrysler Conquest Turbo	18	24	2.6	L4	FI
Chrysler Conquest Turbo	18	22	2.6	M5	FI
Chrysler LeBaron Convertible Turbo	20	28	2.2	M5	FI
Chrysler LeBaron Convertible Turbo	18	23	2.5	A3	FI
Chrysler LeBaron Convertible	22	28	2.5	L3	FI
Chrysler LeBaron Convertible	23	31	2.5	M5	FI
Chrysler LeBaron Convertible Turbo	18	26	2.5	M5	FI
Daihatsu Charade	38	42	1.0	M5	FI
Dodge Colt	28	30	1.5	L3	FI
Dodge Colt	32	38	1.5	M4	FI
Dodge Colt	30	35	1.5	M5	FI
Dodge Colt Turbo	23	29	1.6	M5	FI
Dodge Daytona Turbo	20	28	2.2	M5	FI
Dodge Daytona Turbo	18	23	2.5	A3	FI
Dodge Daytona	23	29	2.5	L3	FI
Dodge Daytona	24	34	2.5	M5	FI
Dodge Daytona Turbo	20	29	2.5	M5	FI
Dodge Shadow Convertible	24	28	2.2	L3	FI
Dodge Shadow Convertible	24	34	2.2	M5	FI
Dodge Shadow Convertible Turbo	19	24	2.5	A3	FI
Dodge Shadow Convertible	23	29	2.5	L3	FI
Dodge Shadow Convertible	24	34	2.5	M5	FI
Ford Festiva	38	40	1.3	M4	2bc
Ford Festiva	39	43	1.3	M5	2bc
Ford Festiva	30	31	1.3	A3	FI
Ford Mustang	21	27	2.3	L4	FI
Ford Mustang	23	29	2.3	M5	FI
Ford Mustang	17	25	5.0	L4	FI
Ford Mustang	17	24	5.0	M5	FI
Geo Metro	53	58	1.0	M5	FI
Geo Metro LSi	38	40	1.0	A3	FI
Geo Metro LSi	46	50	1.0	M5	FI
Geo Spectrum	31	33	1.5	A3	2bc
Geo Spectrum	37	41	1.5	M5	2bc
Honda Civic	27	32	1.5	L4	FI
Honda Civic	34	38	1.5	M4	FI
Honda Civic	31	36	1.5	M5	FI
Honda Civic	28	33	1.6	M5	FI
Honda Prelude	20	26	2.0	L4	2bc
Honda Prelude	23	28	2.0	M5	2bc
Honda Prelude	21	26	2.0	L4	FI
Honda Prelude	23	26	2.0	M5	FI
Hyundai Excel	27	31	1.5	L3	2bc
Hyundai Excel	27	33	1.5	M4	2bc
Hyundai Excel	28	37	1.5	M5	2bc
Isuzu I-Mark	31	33	1.5	A3	2bc
Isuzu I-Mark	33	39	1.5	M5	2bc
Isuzu I-Mark	37	41	1.5	M5	2bc
Isuzu I-Mark Turbo	26	34	1.5	M5	FI
Isuzu I-Mark	24	32	1.6	M5	FI
Isuzu Impulse Turbo	20	26	2.0	L4	FI
Isuzu Impulse Turbo	21	27	2.0	M5	FI
Isuzu Impulse	20	26	2.3	L4	FI
Isuzu Impulse	20	26	2.3	M5	FI
Jaguar XJ-S	13	17	5.3	A3	FI
Mercury Tracer	26	29	1.6	A3	FI
Mercury Tracer	28	35	1.6	M5	FI
Maserati 430	15	20	2.8	M5	FI
Mercedes-Benz 190D 2.5	28	33	2.5	A4	FI
Mercedes-Benz 190E 2.6	20	23	2.6	A4	FI
Mercedes-Benz 190E 2.6	19	27	2.6	M5	FI
Mercedes-Benz 300CE	18	22	3.0	A4	FI
Mitsubishi Mirage	27	29	1.5	L3	FI
Mitsubishi Mirage	32	38	1.5	M4	FI
Mitsubishi Mirage	29	35	1.5	M5	FI
Mitsubishi Mirage Turbo	23	29	1.6	M5	FI
Mitsubishi Precis	27	31	1.5	L3	2bc
Mitsubishi Precis	27	33	1.5	M4	2bc
Mitsubishi Precis	28	37	1.5	M5	2bc
Mitsubishi Starion Turbo	18	24	2.6	L4	FI
Mitsubishi Starion Turbo	18	22	2.6	M5	FI
Nissan Pulsar NX	24	29	1.6	L3	FI
Nissan Pulsar NX	26	34	1.6	M5	FI
Nissan Pulsar NX	21	28	1.8	L4	FI
Nissan Pulsar NX	23	25	1.8	M5	FI
Nissan Sentra Coupe	26	30	1.6	L3	FI
Nissan Sentra Coupe	27	36	1.6	M5	FI
Nissan 240SX	20	25	2.4	L4	FI
Nissan 240SX	20	26	2.4	M5	FI
Nissan 300ZX 2 + 2	18	26	3.0	L4	FI
Nissan 300ZX 2 + 2	17	25	3.0	M5	FI
Plymouth Colt	28	30	1.5	L3	FI
Plymouth Colt	32	38	1.5	M4	FI
Plymouth Colt	30	35	1.5	M5	FI
Plymouth Colt Turbo	23	29	1.6	M5	FI
Plymouth Sundance Convertible	24	28	2.2	L3	FI
Plymouth Sundance Convertible	24	34	2.2	M5	FI
Plymouth Sundance Convertible Turbo	19	24	2.5	A3	FI
Plymouth Sundance Convertible	23	29	2.5	L3	FI
Plymouth Sundance Convertible	24	34	2.5	M5	FI
Pontiac Firebird/Trans Am	19	27	2.8	L4	FI
Pontiac Firebird/Trans Am	18	27	2.8	M5	FI
Pontiac Firebird/Trans Am	17	26	5.0	L4	FI
Pontiac Firebird/Trans Am	16	25	5.0	L4	FI
Pontiac Firebird/Trans Am	17	26	5.0	M5	FI
Pontiac Firebird/Trans Am	17	25	5.0	M5	FI
Pontiac Firebird/Trans Am	17	25	5.7	L4	FI
Pontiac Sunbird Convertible	22	29	2.0	L3	FI
Pontiac Sunbird Convertible Turbo	21	28	2.0	L3	FI
Pontiac Sunbird Convertible Turbo	21	30	2.0	M5	FI
Pontiac Sunbird Convertible	24	33	2.0	M5	FI
Rolls-Royce Bentley Continental	10	12	6.8	A3	FI
Rolls-Royce Corniche II	10	12	6.8	A3	FI
Saab 900 Convertible Turbo	18	22	2.0	A3	FI
Saab 900 Convertible Turbo	22	28	2.0	M5	FI
Subaru Hatchback	23	25	1.8	L3	2bc
Subaru Hatchback	26	31	1.8	M5	2bc
Subaru Justy	34	35	1.2	AV	2bc
Subaru Justy	34	37	1.2	M5	2bc
Subaru Justy 4wd	29	33	1.2	M5	2bc
Subaru XT	23	30	1.8	L4	FI
Subaru XT	24	28	1.8	M5	FI
Subaru XT	20	28	2.7	L4	FI
Subaru XT 4wd	22	28	1.8	L4	FI
Subaru XT 4wd	24	28	1.8	M5	FI
Subaru XT 4wd	19	25	2.7	L4	FI
Subaru XT 4wd	18	25	2.7	M5	FI
Suzuki Swift	31	34	1.3	A3	FI
Suzuki Swift GTi	25	28	1.3	A3	FI
Suzuki Swift GTi	29	36	1.3	M5	FI
Toyota Celica	22	28	2.0	L4	FI
Toyota Celica	[illegible]	32	2.0	L4	FI
Toyota Celica Turbo	[illegible]	26	2.0	M5	FI
Toyota Celica	26	32	2.0	M5	FI
Toyota Celica	22	28	2.0	M5	FI
Toyota Corolla	27	30	1.6	L3	2bc
Toyota Corolla	27	34	1.6	L4	2bc
Toyota Corolla	30	35	1.6	M5	2bc
Toyota Corolla	23	29	1.6	L4	FI
Toyota Corolla	23	28	1.6	M5	FI
Toyota Corolla	26	31	1.6	M5	FI
Toyota Supra	18	23	3.0	L4	FI
Toyota Supra Turbo	18	23	3.0	L4	FI
Toyota Supra	18	23	3.0	M5	FI
Toyota Supra Turbo	17	22	3.0	M5	FI
Toyota Tercel	28	32	1.5	L3	1bc
Toyota Tercel	35	41	1.5	M4	1bc
Toyota Tercel	31	37	1.5	M5	1bc
Volkswagen Fox	25	30	1.8	M4	FI
Volkswagen Fox	24	29	1.8	M5	FI
Yugo GV/GVX	28	31	1.1	M4	2bc
Yugo GV/GVX	26	29	1.3	M5	2bc
Compact Cars					
Acura Legend	18	22	2.7	L4	FI
Acura Legend	19	23	2.7	M5	FI
Austin Rover Sterling	18	23	2.7	L4	FI
Austin Rover Sterling	19	24	2.7	M5	FI
BMW 525i	18	23	2.5	L4	FI
BMW 525i	18	24	2.5	M5	FI
BMW 535i	15	19	3.4	L4	FI
BMW 535i	15	23	3.4	M5	FI
Buick Skyhawk	25	32	2.0	L3	FI
Buick Skyhawk	26	36	2.0	M5	FI
Buick Skylark	23	32	2.3	L3	FI
Buick Skylark	23	30	2.5	L3	FI
Buick Skylark	20	27	3.3	L3	FI
Chevrolet Beretta	24	31	2.0	L3	FI
Chevrolet Beretta	24	34	2.0	M5	FI
Chevrolet Beretta	20	27	2.8	L3	FI
Chevrolet Beretta	18	29	2.8	M5	FI
Chevrolet Cavalier	25	32	2.0	L3	FI
Chevrolet Cavalier	26	36	2.0	M5	FI
Chevrolet Cavalier	20	27	2.8	L3	FI
Chevrolet Cavalier	18	29	2.8	M5	FI
Chrysler LeBaron Turbo	20	28	2.2	M5	FI
Chrysler LeBaron Turbo	18	23	2.5	A3	FI
Chrysler LeBaron	23	29	2.5	L3	FI
Chrysler LeBaron	24	34	2.5	M5	FI
Chrysler LeBaron Turbo	20	29	2.5	M5	FI
Dodge Omni	24	30	2.2	L3	FI
Dodge Omni	26	35	2.2	M5	FI
Dodge Shadow	24	28	2.2	L3	FI
Dodge Shadow	24	34	2.2	M5	FI
Dodge Shadow	19	24	2.5	A3	FI
Dodge Shadow	23	29	2.5	L3	FI
Dodge Shadow	24	34	2.5	M5	FI
Dodge Shadow	20	29	2.5	M5	FI
Eagle Summit	27	30	1.5	L3	FI
Eagle Summit	29	35	1.5	M5	FI
Eagle Summit	23	28	1.6	L4	FI
Eagle Summit	23	28	1.6	M5	FI
Ford Escort	26	31	1.9	A3	FI
Ford Escort	32	42	1.9	M4	FI
Ford Escort	25	32	1.9	M5	FI
Ford Escort	27	36	1.9	M5	FI
Ford Probe	22	29	2.2	A4	FI
Ford Probe	24	31	2.2	M5	FI
Ford Probe Turbo	21	27	2.2	M5	FI
Ford Tempo	22	26	2.3	A3	FI
Ford Tempo	19	23	2.3	A3	FI
Ford Tempo	21	28	2.3	M5	FI
Ford Tempo	23	32	2.3	M5	FI
Honda Accord	23	30	2.0	L4	2bc
Honda Accord	27	34	2.0	M5	2bc
Honda Accord	22	28	2.0	L4	FI
Honda Accord	25	30	2.0	M5	FI
Jaguar XJ-6	17	23	3.6	L4	FI
Mercury Topaz	22	26	2.3	A3	FI
Mercury Topaz	19	23	2.3	A3	FI
Mercury Topaz	21	28	2.3	M5	FI
Mercury Topaz	23	31	2.3	M5	FI
Mazda 323	24	30	1.6	L4	FI
Mazda 323	26	30	1.6	M4	FI
Mazda 323	28	33	1.6	M5	FI
Mazda 323 Turbo	22	27	1.6	M5	FI
Mazda 323 Turbo	21	24	1.6	M5	FI
Mercedes-Benz 260E	20	24	2.6	A4	FI
Mercedes-Benz 300E	18	22	3.0	A4	FI
Mercedes-Benz 300SE	17	19	3.0	A4	FI
Mercedes-Benz 560SEC	14	16	5.6	A4	FI
Merkur XR4Ti	18	21	2.3	A3	FI
Merkur XR4Ti	19	25	2.3	M5	FI
Mitsubishi Galant (SOHC)	22	28	2.0	L4	FI
Mitsubishi Galant (DOHC)	21	27	2.0	M5	FI
Mitsubishi Galant (SOHC)	23	30	2.0	M5	FI
Mitsubishi Sigma	18	22	3.0	A4	FI
Mitsubishi Sigma	18	24	3.0	M5	FI
Nissan Maxima	19	26	3.0	L4	FI
Nissan Maxima	20	26	3.0	M5	FI
Nissan Sentra	26	30	1.6	L3	FI
Nissan Sentra	29	35	1.6	M4	FI
Nissan Sentra	28	36	1.6	M5	FI
Nissan Stanza	21	27	2.0	L4	FI
Nissan Stanza	22	28	2.0	M5	FI
Oldsmobile Cutlass Calais	23	32	2.3	L3	FI
Oldsmobile Cutlass Calais	24	35	2.3	M5	FI
Oldsmobile Cutlass Calais	23	30	2.5	L3	FI
Oldsmobile Cutlass Calais	23	33	2.5	M5	FI
Oldsmobile Cutlass Calais	20	27	3.3	L3	FI
Peugeot 405 Sedan	20	24	1.9	L4	FI
Peugeot 405 Sedan	20	26	1.9	M5	FI
Peugeot 405 Sedan 16-valve	20	27	1.9	M5	FI
Peugeot 505 Sedan Turbo	18	22	2.2	L4	FI
Peugeot 505 Sedan Turbo	18	24	2.2	M5	FI
Peugeot 505 Sedan	19	22	2.2	L4	FI
Peugeot 505 Sedan	18	24	2.2	M5	FI
Peugeot 505 Sedan	18	22	2.8	L4	FI
Peugeot 505 Sedan	18	22	2.8	M5	FI
Plymouth Horizon	24	30	2.2	L3	FI
Plymouth Horizon	26	35	2.2	M5	FI
Plymouth Sundance	24	28	2.2	L3	FI
Plymouth Sundance	24	34	2.2	M5	FI
Plymouth Sundance Turbo	19	24	2.5	A3	FI
Plymouth Sundance	23	29	2.5	L3	FI
Plymouth Sundance	24	34	2.5	M5	FI
Plymouth Sundance Turbo	20	29	2.5	M5	FI
Pontiac Grand Am	21	28	2.0	L3	FI
Pontiac Grand Am	21	30	2.0	M5	FI
Pontiac Grand Am	23	32	2.3	L3	FI
Pontiac Grand Am	24	35	2.3	M5	FI
Pontiac Grand Am	23	30	2.5	L3	FI
Pontiac Grand Am	23	33	2.5	M5	FI
Pontiac LeMans	27	31	1.6	L3	FI
Pontiac LeMans	30	39	1.6	M4	FI
Pontiac LeMans	31	40	1.6	M5	FI
Pontiac LeMans	22	28	2.0	L3	FI
Pontiac LeMans	24	30	2.0	M5	FI
Pontiac Sunbird	23	31	2.0	L3	FI
Pontiac Sunbird Turbo	20	27	2.0	L3	FI
Pontiac Sunbird Turbo	21	31	2.0	M5	FI
Pontiac Sunbird	27	36	2.0	M5	FI
Saab 900	19	22	2.0	A3	FI
Saab 900 Turbo	19	23	2.0	A3	FI
Saab 900	22	28	2.0	M5	FI
Saab 900 Turbo	22	28	2.0	M5	FI
Saab 900 Turbo	21	28	2.0	M5	FI
Subaru Sedan/3-Door	22	24	1.8	A3	FI
Subaru Sedan/3-Door	25	27	1.8	L3	FI
Subaru Sedan/3-Door	25	31	1.8	M5	FI
Subaru Sedan/3-Door 4wd Turbo	20	26	1.8	L4	FI
Subaru Sedan/3-Door 4wd Turbo	22	25	1.8	M5	FI
Toyota Camry	24	30	2.0	L4	FI
Toyota Camry	22	25	2.0	L4	FI
Toyota Camry	26	32	2.0	L4	FI
Toyota Camry	26	32	2.0	M5	FI
Toyota Camry	22	27	2.0	M5	FI
Toyota Camry	19	24	2.5	L4	FI
Toyota Camry	19	24	2.5	M5	FI
Toyota Cressida	19	24	3.0	L4	FI
Volkswagen Golf	23	28	1.8	A3	FI
Volkswagen Golf	25	34	1.8	M5	FI
Volkswagen GTI 16V	22	29	1.8	M5	FI
Volkswagen Jetta	23	28	1.8	A3	FI
Volkswagen Jetta	25	34	1.8	M5	FI
Volkswagen Jetta GLI 16V	22	29	1.8	M5	FI
Volvo 240 DL/240 GL	19	24	2.3	A4	FI
Volvo 240 DL/240 GL	19	24	2.3	A4	FI
Volvo 240 DL/240 GL	21	27	2.3	M5	FI
Volvo 240 DL/240 GL	21	28	2.3	M5	FI
Volvo 780 Turbo	19	23	2.3	A4	FI
Volvo 780	17	21	2.8	A4	FI
Mid-Size Cars					
Audi 100	19	22	2.3	A3	FI
Audi 100	18	25	2.3	M5	FI
Audi 100 Quattro	18	24	2.3	M5	FI
Audi 200	18	22	2.2	A3	FI
Audi 200	18	26	2.2	M5	FI
Audi 200 Quattro	17	25	2.2	M5	FI
Bentley Eight/Mulsanne	10	12	6.8	A3	FI
Bentley Turbo R	10	13	6.8	A3	FI
BMW 735i	15	19	3.4	L4	FI
BMW 735i	15	23	3.4	M5	FI
BMW 735iL	15	19	3.4	L4	FI
BMW 750iL	12	17	5.0	L4	FI
Buick Century	23	30	2.5	L3	FI
Buick Century	20	27	2.8	L3	FI
Buick Century	20	29	2.8	L4	FI
Buick Century	20	27	3.3	L3	FI
Buick Century	20	29	3.3	L4	FI
Buick Regal	20	29	2.8	L4	FI
Buick Riviera	19	28	3.8	L4	FI
Cadillac Eldorado	17	25	4.5	L4	FI
Cadillac Seville	17	25	4.5	L4	FI
Chevrolet Celebrity	23	30	2.5	L3	FI
Chevrolet Celebrity	20	27	2.8	L3	FI
Chevrolet Celebrity	20	29	2.8	L4	FI
Chevrolet Corsica	24	31	2.0	L3	FI
Chevrolet Corsica	24	34	2.0	M5	FI
Chevrolet Corsica	20	27	2.8	L3	FI
Chevrolet Corsica	18	29	2.8	M5	FI
Chrysler LeBaron GTS	24	28	2.2	L3	FI
Chrysler LeBaron GTS	24	34	2.2	M5	FI
Chrysler LeBaron GTS Turbo	20	28	2.2	M5	FI
Chrysler LeBaron GTS Turbo	19	24	2.5	A3	FI
Chrysler LeBaron GTS	23	29	2.5	L3	FI
Chrysler LeBaron GTS	24	34	2.5	M5	FI
Chrysler LeBaron GTS Turbo	20	29	2.5	M5	FI
Chrysler New Yorker	18	26	3.0	L4	FI
Chrysler Newport/Fifth Ave	16	22	5.2	L3	2bc
Dodge Aries	24	30	2.2	L3	FI
Dodge Aries	25	34	2.2	M5	FI
Dodge Aries	23	28	2.5	L3	FI
Dodge Diplomat	16	22	5.2	L3	2bc
Dodge Dynasty	22	28	2.5	L3	FI
Dodge Dynasty	18	26	3.0	L4	FI
Dodge Lancer	24	28	2.2	L3	FI
Dodge Lancer	24	34	2.2	M5	FI
Dodge Lancer Turbo	20	28	2.2	M5	FI
Dodge Lancer Turbo	19	24	2.5	A3	FI
Dodge Lancer	23	29	2.5	L3	FI
Dodge Lancer	24	34	2.5	M5	FI
Dodge Lancer Turbo	20	29	2.5	M5	FI
Dodge Spirit	24	28	2.2	L3	FI
Dodge Spirit Turbo	19	24	2.5	A3	FI
Dodge Spirit	23	29	2.5	L3	FI
Dodge Spirit	24	34	2.5	M5	FI
Dodge Spirit Turbo	20	29	2.5	M5	FI
Dodge Spirit	18	26	3.0	L4	FI
Dodge 600	24	28	2.2	L3	FI
Dodge 600 Turbo	19	24	2.5	A3	FI
Dodge 600	23	29	2.5	L3	FI
Eagle Medallion Sedan	21	27	2.2	A3	FI
Eagle Medallion Sedan	23	31	2.2	M5	FI
Ford Taurus	21	27	2.5	A3	FI
Ford Taurus	21	29	3.0	L4	FI
Ford Taurus	19	28	3.8	L4	FI
Lincoln Mark VII	17	24	5.0	L4	FI
Mercury Sable	21	29	3.0	L4	FI
Mercury Sable	19	28	3.8	L4	FI
Maserati 228	14	19	2.8	M5	FI
Mazda 626/MX-6	22	28	2.2	L4	FI
Mazda 626/MX-6 Turbo	19	25	2.2	L4	FI
Mazda 626/MX-6	24	[illegible]	2.2	M5	FI
Mazda 626/MX-6 Turbo	21	[illegible]	2.2	M5	FI
Mazda 929	19	23	3.0	L4	FI
Mazda 929	18	24	3.0	M5	FI
Mercedes-Benz 300SEL	17	19	3.0	A4	FI
Mercedes-Benz 420SEL	15	18	4.2	A4	FI
Mercedes-Benz 560SEL	14	16	5.6	A4	FI
Oldsmobile Cutlass Ciera	23	30	2.5	L3	FI
Oldsmobile Cutlass Ciera	20	27	2.8	L3	FI
Oldsmobile Cutlass Ciera	20	29	2.8	L4	FI
Oldsmobile Cutlass Ciera	20	29	3.3	L4	FI
Oldsmobile Cutlass Supreme	20	29	2.8	L4	FI
Oldsmobile Cutlass Supreme	18	30	2.8	M5	FI
Oldsmobile Toronado	19	28	3.8	L4	FI
Plymouth Acclaim	24	28	2.2	L3	FI
Plymouth Acclaim Turbo	19	24	2.5	A3	FI
Plymouth Acclaim	23	29	2.5	L3	FI
Plymouth Acclaim	24	34	2.5	M5	FI
Plymouth Acclaim Turbo	20	29	2.5	M5	FI
Plymouth Acclaim	18	26	3.0	L4	FI
Plymouth Caravelle	24	28	2.2	L3	FI
Plymouth Caravelle Turbo	19	24	2.5	A3	FI
Plymouth Caravelle	23	29	2.5	L3	FI
Plymouth Gran Fury	16	22	5.2	L3	2bc
Plymouth Reliant	24	30	2.2	L3	FI
Plymouth Reliant	25	34	2.2	M5	FI
Plymouth Reliant	23	28	2.5	L3	FI
Pontiac Grand Prix	20	29	2.8	L4	FI
Pontiac Grand Prix	18	30	2.8	M5	FI
Pontiac 6000	23	30	2.5	L3	FI
Pontiac 6000	20	27	2.8	L3	FI
Pontiac 6000	20	29	2.8	L4	FI
Pontiac 6000	18	23	3.1	L3	FI
Rolls-Royce Silver Spirit/Spur	10	12	6.8	A3	FI
Volvo 740 Turbo	19	23	2.3	A4	FI
Volvo 740	19	26	2.3	L4	FI
Volvo 740	20	26	2.3	L4	FI
Volvo 740 Turbo	20	25	2.3	M4	FI
Volvo 740	21	27	2.3	M5	FI
Volvo 760 Turbo	19	23	2.3	A4	FI
Volvo 760	17	21	2.8	A4	FI
Large Cars					
Buick Electra	19	28	3.8	L4	FI
Buick LeSabre	19	28	3.8	L4	FI
Cadillac Brougham	17	24	5.0	L4	4bc
Cadillac Fleetwood/DeVille	17	25	4.5	L4	FI
Chevrolet Caprice	19	27	4.3	L4	FI
Chevrolet Caprice	17	25	5.0	L4	FI
Chrysler New Yorker/Fifth Ave	18	26	3.0	L4	FI
Eagle Premier	22	31	2.5	L4	FI
Eagle Premier	18	27	3.0	L4	FI
Ford LTD Crown Victoria	17	24	5.0	L4	FI
Mercury Grand Marquis	17	24	5.0	L4	FI
Lincoln Town Car	17	24	5.0	L4	FI
Oldsmobile Eighty-Eight	19	28	3.8	L4	FI
Oldsmobile Ninety-Eight/Touring	18	28	3.8	L4	FI
Pontiac Bonneville	18	28	3.8	L4	FI
Saab 9000	18	24	2.0	L4	FI
Saab 9000 Turbo	19	26	2.0	L4	FI
Saab 9000	22	28	2.0	M5	FI
Saab 9000 Turbo	22	28	2.0	M5	FI
Small Station Wagons					
Buick Skyhawk Wagon	25	32	2.0	L3	FI
Buick Skyhawk Wagon	26	36	2.0	M5	FI
Chevrolet Cavalier Wagon	25	32	2.0	L3	FI
Chevrolet Cavalier Wagon	26	36	2.0	M5	FI
Chevrolet Cavalier Wagon	20	27	2.8	L3	FI
Chevrolet Cavalier Wagon	18	29	2.8	M5	FI
Dodge Colt Vista	22	23	2.0	L3	FI
Dodge Colt Vista	22	28	2.0	M5	FI
Dodge Colt Wagon	27	29	1.5	L3	FI
Dodge Colt Wagon	30	35	1.5	M5	FI
Ford Escort Wagon	25	31	1.9	A3	FI
Ford Escort Wagon	27	36	1.9	M5	FI
Honda Civic Wagon	27	32	1.5	L4	FI
Honda Civic Wagon	31	35	1.5	M5	FI
Honda Civic Wagon 4wd	24	27	1.6	L4	FI
Honda Civic Wagon 4wd	25	26	1.6	M5	FI

PRODUCTS/SPECIFICATIONS

Car Line	Est MPG City	Est MPG Hwy	Displ (liters)	Trans	Fuel Sys
Mercury Tracer Wagon	26	29	1.6	A3	FI
Mercury Tracer Wagon	28	35	1.6	M5	FI
Mazda 323 Wagon	24	28	1.6	A3	FI
Mazda 323 Wagon	28	33	1.6	M5	FI
Mitsubishi Mirage Wagon	27	29	1.5	L3	FI
Mitsubishi Mirage Wagon	30	35	1.5	M5	FI
Mitsubishi Space Wagon	22	23	2.0	L3	FI
Nissan Sentra Wagon	26	30	1.6	L3	FI
Nissan Sentra Wagon	27	35	1.6	M5	FI
Nissan Sentra Wagon 4wd	23	25	1.6	L3	FI
Nissan Sentra Wagon 4wd	25	29	1.6	M5	FI
Plymouth Colt Vista	22	23	2.0	L3	FI
Plymouth Colt Vista	22	28	2.0	M5	FI
Plymouth Colt Wagon	27	29	1.5	L3	FI
Plymouth Colt Wagon	30	35	1.5	M5	FI
Subaru Wagon Turbo	22	24	1.8	A3	FI
Subaru Wagon	25	27	1.8	L3	FI
Subaru Wagon	25	30	1.8	M5	FI
Subaru Wagon 4wd Turbo	20	26	1.8	L4	FI
Subaru Wagon 4wd Turbo	22	25	1.8	M5	FI
Toyota Camry Wagon	24	30	2.0	L4	FI
Toyota Camry Wagon	26	32	2.0	M5	FI
Toyota Camry Wagon	19	24	2.5	L4	FI
Toyota Corolla All-Trac Wagon	23	29	1.6	L4	FI
Toyota Corolla All-Trac Wagon	23	28	1.6	M5	FI
Toyota Corolla Wagon	27	30	1.6	L3	2bc
Toyota Corolla Wagon	30	35	1.6	M5	2bc
Volkswagen Fox Wagon	25	30	1.8	M4	FI

Mid-Size Station Wagons

Car Line	Est MPG City	Est MPG Hwy	Displ (liters)	Trans	Fuel Sys
Audi 100 Wagon	19	22	2.3	A3	FI
Audi 100 Wagon	18	25	2.3	M5	FI
Audi 200 Quattro Wagon	17	25	2.2	M5	FI
Buick Century Wagon	24	30	2.5	L3	FI
Buick Century Wagon	20	29	2.8	L4	FI
Buick Century Wagon	19	26	3.3	L3	FI
Buick Century Wagon	19	29	3.3	L4	FI
Chevrolet Celebrity Wagon	23	30	2.5	L3	FI
Chevrolet Celebrity Wagon	20	29	2.8	L4	FI
Eagle Medallion Wagon	21	27	2.2	A3	FI
Eagle Medallion Wagon	23	31	2.2	M5	FI
Ford Taurus Wagon	21	29	3.0	L4	FI
Ford Taurus Wagon V6 A/C	19	26	3.0	L4	FI
Ford Taurus Wagon V6 A/C	18	26	3.8	L4	FI
Mercury Sable Wagon	21	29	3.0	L4	FI
Mercury Sable Wagon V6 A/C	19	26	3.0	L4	FI
Mercury Sable Wagon V6 A/C	18	26	3.8	L4	FI
Mercedes-Benz 300TE	17	21	3.0	A4	FI
Oldsmobile Cutlass Cruiser	24	30	2.5	L3	FI
Oldsmobile Cutlass Cruiser	20	29	2.8	L4	FI
Oldsmobile Cutlass Cruiser	19	29	3.3	L4	FI
Peugeot 505 Station Wagon Turbo	18	22	2.2	L4	FI
Peugeot 505 Station Wagon	19	22	2.2	L4	FI
Peugeot 505 Station Wagon	18	22	2.2	M5	FI
Pontiac 6000 Wagon	24	30	2.5	L3	FI
Pontiac 6000 Wagon	20	29	2.8	L4	FI
Volvo 240 DL/240 GL Wagon	18	23	2.3	A4	FI
Volvo 240 DL/240 GL Wagon	19	24	2.3	A4	FI
Volvo 240 DL/240 GL Wagon	21	26	2.3	M5	FI
Volvo 240 DL/240 GL Wagon	21	27	2.3	M5	FI
Volvo 740 Wagon Turbo	19	23	2.3	A4	FI
Volvo 740 Wagon	19	24	2.3	L4	FI
Volvo 740 Wagon	19	25	2.3	L4	FI
Volvo 740 Wagon Turbo	20	25	2.3	M4	FI
Volvo 740 Wagon	21	26	2.3	M5	FI
Volvo 760 Wagon Turbo	19	23	2.3	A4	FI

Large Station Wagons

Car Line	Est MPG City	Est MPG Hwy	Displ (liters)	Trans	Fuel Sys
Buick LeSabre/Electra Wagon	17	24	5.0	L4	4bc
Chevrolet Caprice Wagon	17	24	5.0	L4	4bc
Ford LTD Crown Vic. Wagon	17	24	5.0	L4	FI
Mercury Grand Marquis Wagon	17	24	5.0	L4	FI
Oldsmobile Custom Cruiser	17	24	5.0	L4	4bc
Pontiac Safari Wagon	17	24	5.0	L4	4bc

Small Pickup Trucks 2wd

Car Line	Est MPG City	Est MPG Hwy	Displ (liters)	Trans	Fuel Sys
Chevrolet S10 Pickup	21	28	2.5	L4	FI
Chevrolet S10 Pickup	23	27	2.5	M5	FI
Chevrolet S10 Pickup	19	26	2.8	M5	FI
Chevrolet S10 Pickup	18	23	4.3	L4	FI
Dodge Ram 50	23	26	2.0	A4	2bc
Dodge Ram 50	23	28	2.0	M5	2bc
Dodge Ram 50	20	22	2.6	A4	2bc
Dodge Ram 50	20	25	2.6	M5	2bc
Ford Courier	20	25	2.2	L4	2bc
Ford Courier	21	26	2.2	M5	2bc
Ford Ranger Pickup	20	24	2.3	L4	FI
Ford Ranger Pickup	23	27	2.3	M5	FI
Ford Ranger Pickup	17	21	2.9	L4	FI
Ford Ranger Pickup	18	23	2.9	M5	FI
GMC S15 Pickup	21	28	2.5	L4	FI
GMC S15 Pickup	23	27	2.5	M5	FI
GMC S15 Pickup	19	26	2.8	M5	FI
GMC S15 Pickup	18	23	4.3	L4	FI
Isuzu Pickup	22	24	2.3	M5	2bc
Isuzu Pickup	19	23	2.6	L4	FI
Isuzu Pickup	19	24	2.6	M5	FI
Mazda B2200/B2600	20	25	2.2	L4	2bc
Mazda B2200/B2600	21	26	2.2	M5	2bc
Mitsubishi Truck	23	26	2.0	A4	2bc
Mitsubishi Truck	23	28	2.0	M5	2bc
Mitsubishi Truck	20	22	2.6	A4	2bc
Mitsubishi Truck	20	25	2.6	M5	2bc
Nissan Truck	21	26	2.4	L4	FI
Nissan Truck	21	24	2.4	M4	FI
Nissan Truck	21	26	2.4	M5	FI
Nissan Truck	18	21	3.0	L4	FI
Nissan Truck	17	24	3.0	M5	FI
Toyota Truck	21	23	2.4	M4	2bc
Toyota Truck	23	25	2.4	M4	2bc
Toyota Truck	21	25	2.4	M5	2bc
Toyota Truck	23	24	2.4	A4	FI
Toyota Truck	22	26	2.4	M5	FI
Toyota Truck	19	25	3.0	L4	FI
Toyota Truck	19	24	3.0	M5	FI

Small Pickup Trucks 4wd

Car Line	Est MPG City	Est MPG Hwy	Displ (liters)	Trans	Fuel Sys
Ford Ranger Pickup	21	24	2.3	M5	FI
Ford Ranger Pickup	16	19	2.9	L4	FI
Ford Ranger Pickup	18	21	2.9	M5	FI

Standard Pickup Trucks/2wd

Car Line	Est MPG City	Est MPG Hwy	Displ (liters)	Trans	Fuel Sys
Chevrolet C1500 Pickup	17	22	4.3	L4	FI
Chevrolet C1500 Pickup	18	21	4.3	M4C	FI
Chevrolet C1500 Pickup	17	24	4.3	M5	FI
Chevrolet C1500 Pickup	15	21	5.0	L4	FI
Chevrolet C1500 Pickup	15	21	5.0	M5	FI
Chevrolet C1500 Pickup	15	20	5.7	L4	FI
Chevrolet C1500 Pickup	14	17	5.7	M4C	FI
Chevrolet C1500 Pickup	13	19	5.7	M5	FI
Chevrolet C1500 Pickup Diesel	19	25	6.2	L4	FI
Chevrolet C1500 Pickup Diesel	18	19	6.2	M4C	FI
Chevrolet C2500 Pickup	17	22	4.3	L4	FI
Chevrolet C2500 Pickup	16	18	4.3	M4C	FI
Chevrolet C2500 Pickup	17	24	4.3	M5	FI
Chevrolet C2500 Pickup	15	20	5.0	L4	FI
Chevrolet C2500 Pickup	14	20	5.0	M5	FI
Chevrolet C2500 Pickup	14	20	5.7	L4	FI
Chevrolet C2500 Pickup	14	16	5.7	M4C	FI
Chevrolet C2500 Pickup	13	18	5.7	M5	FI
Chevrolet C2500 Pickup Diesel	18	25	6.2	L4	FI
Chevrolet C2500 Pickup Diesel	18	18	6.2	M4C	FI
Dodge Dakota Pickup	21	26	2.5	L4	FI
Dodge Dakota Pickup	22	28	2.5	M5	FI
Dodge Dakota Pickup	15	20	3.9	L4	FI
Dodge Dakota Pickup	16	22	3.9	M5	FI
Dodge D100/D150 Pickup	15	18	3.9	L3	FI
Dodge D100/D150 Pickup	15	19	3.9	L4	FI
Dodge D100/D150 Pickup	14	18	3.9	M4C	FI
Dodge D100/D150 Pickup	13	19	3.9	M5	FI
Dodge D100/D150 Pickup	13	14	5.2	A3	FI
Dodge D100/D150 Pickup	14	17	5.2	L3	FI
Dodge D100/D150 Pickup	13	17	5.2	L4	FI
Dodge D100/D150 Pickup	13	18	5.2	M4	FI
Dodge D100/D150 Pickup	13	15	5.2	M4C	FI
Dodge D100/D150 Pickup	11	13	5.9	A3	FI
Dodge D100/D150 Pickup	11	14	5.9	M4C	FI
Dodge D250 Pickup	14	16	3.9	L3	FI
Dodge D250 Pickup	14	17	3.9	M4C	FI
Dodge D250 Pickup	13	14	5.2	A3	FI
Dodge D250 Pickup	13	17	5.2	L4	FI
Dodge D250 Pickup	13	15	5.2	M4C	FI
Dodge D250 Pickup	11	13	5.9	A3	FI
Dodge D250 Pickup	11	14	5.9	M4C	FI
Ford F150 Pickup	14	16	4.9	A3	FI
Ford F150 Pickup	16	17	4.9	M4C	FI
Ford F150 Pickup	15	19	4.9	M5	FI
Ford F150 Pickup	15	18	4.9	M5C	FI
Ford F150 Pickup	13	15	5.0	A3	FI
Ford F150 Pickup	14	18	5.0	L4	FI
Ford F150 Pickup	14	15	5.0	M4C	FI
Ford F150 Pickup	14	17	5.0	M5	FI
Ford F150 Pickup	12	13	5.8	A3	FI
Ford F150 Pickup	14	16	4.9	A3	FI
Ford F250 Pickup	16	17	4.9	M4C	FI
Ford F250 Pickup	15	19	4.9	M5	FI
Ford F250 Pickup	15	18	4.9	M5C	FI
Ford F250 Pickup	14	18	5.0	L4	FI
Ford F250 Pickup	14	15	5.0	M4C	FI
Ford F250 Pickup	14	17	5.0	M5	FI
Ford F250 Pickup	11	13	5.8	A3	FI
GMC C1500 Sierra	17	22	4.3	L4	FI
GMC C1500 Sierra	18	21	4.3	M4C	FI
GMC C1500 Sierra	17	24	4.3	M5	FI
GMC C1500 Sierra	15	21	5.0	L4	FI
GMC C1500 Sierra	15	21	5.0	M5	FI
GMC C1500 Sierra	15	20	5.7	L4	FI
GMC C1500 Sierra	14	17	5.7	M4C	FI
GMC C1500 Sierra	13	19	5.7	M5	FI
GMC C1500 Sierra Diesel	19	25	6.2	L4	FI
GMC C1500 Sierra Diesel	18	19	6.2	M4C	FI
GMC C2500 Sierra	17	22	4.3	L4	FI
GMC C2500 Sierra	16	18	4.3	M4C	FI
GMC C2500 Sierra	17	24	4.3	M5	FI
GMC C2500 Sierra	15	20	5.0	L4	FI
GMC C2500 Sierra	14	20	5.0	M5	FI
GMC C2500 Sierra	14	20	5.7	L4	FI
GMC C2500 Sierra	14	16	5.7	M4C	FI
GMC C2500 Sierra	13	18	5.7	M5	FI
GMC C2500 Sierra Diesel	18	25	6.2	L4	FI
GMC C2500 Sierra Diesel	18	18	6.2	M4C	FI
Isuzu Pickup 1 Ton	18	22	2.6	M5	FI
Jeep Comanche Pickup	18	24	2.5	L4	FI
Jeep Comanche Pickup	20	25	2.5	M4	FI
Jeep Comanche Pickup	22	25	2.5	M4	FI
Jeep Comanche Pickup	19	24	2.5	M5	FI
Jeep Comanche Pickup	21	24	2.5	M5	FI
Jeep Comanche Pickup	16	21	4.0	L4	FI
Jeep Comanche Pickup	17	23	4.0	M5	FI
Toyota 1-Ton	19	25	3.0	L4	FI
Toyota 1-Ton	19	24	3.0	M5	FI

Standard Pickup Trucks 4wd

Car Line	Est MPG City	Est MPG Hwy	Displ (liters)	Trans	Fuel Sys
Chevrolet K1500 Pickup	16	20	4.3	L4	FI
Chevrolet K1500 Pickup	15	18	4.3	M4C	FI
Chevrolet K1500 Pickup	16	20	4.3	M5	FI
Chevrolet K1500 Pickup	14	17	5.0	L4	FI
Chevrolet K1500 Pickup	14	18	5.0	M5	FI
Chevrolet K1500 Pickup	13	17	5.7	L4	FI
Chevrolet K1500 Pickup	13	14	5.7	M4C	FI
Chevrolet K1500 Pickup	13	17	5.7	M5	FI
Chevrolet K1500 Pickup Diesel	17	22	6.2	L4	FI
Chevrolet K1500 Pickup Diesel	18	18	6.2	M4C	FI
Chevrolet K2500 Pickup	16	20	4.3	L4	FI
Chevrolet K2500 Pickup	15	18	4.3	M4C	FI
Chevrolet K2500 Pickup	16	20	4.3	M5	FI
Chevrolet K2500 Pickup	14	17	5.0	L4	FI
Chevrolet K2500 Pickup	13	17	5.0	M5	FI
Chevrolet K2500 Pickup	13	17	5.7	L4	FI
Chevrolet K2500 Pickup	13	14	5.7	M4C	FI
Chevrolet K2500 Pickup	13	17	5.7	M5	FI
Chevrolet K2500 Pickup Diesel	17	22	6.2	L4	FI
Chevrolet K2500 Pickup Diesel	17	18	6.2	M4C	FI
Chevrolet S10 Pickup	18	25	2.8	M5	FI
Chevrolet S10 Pickup	17	22	4.3	L4	FI
Dodge Dakota Pickup	14	18	3.9	L4	FI
Dodge Dakota Pickup	15	19	3.9	M5	FI
Dodge Power Ram 50	17	19	2.6	A4	2bc
Dodge Power Ram 50	18	21	2.6	M5	2bc
Dodge W100/W150 Pickup	13	15	3.9	A3	FI
Dodge W100/W150 Pickup	12	15	3.9	M4C	FI
Dodge W100/W150 Pickup	12	14	5.2	A3	FI
Dodge W100/W150 Pickup	11	15	5.2	M4C	FI
Dodge W100/W150 Pickup	11	12	5.9	A3	FI
Dodge W100/W150 Pickup	10	13	5.9	M4C	FI
Dodge W250 Pickup	11	13	5.2	A3	FI
Dodge W250 Pickup	11	14	5.2	M4C	FI
Dodge W250 Pickup	10	11	5.9	A3	FI
Dodge W250 Pickup	10	13	5.9	M4C	FI
Ford F150 Pickup	14	15	4.9	A3	FI
Ford F150 Pickup	15	17	4.9	M4C	FI
Ford F150 Pickup	15	19	4.9	M5	FI
Ford F150 Pickup	15	18	4.9	M5C	FI
Ford F150 Pickup	13	14	5.0	A3	FI
Ford F150 Pickup	14	17	5.0	L4	FI
Ford F150 Pickup	13	15	5.0	M4C	FI
Ford F150 Pickup	13	17	5.0	M5	FI
Ford F150 Pickup	11	13	5.8	A3	FI
Ford F250 Pickup	15	17	4.9	M5C	FI
Ford F250 Pickup	13	17	5.0	L4	FI
Ford F250 Pickup	13	15	5.0	M5	FI
Ford F250 Pickup	11	13	5.8	A3	FI
GMC K1500 Sierra	16	20	4.3	L4	FI
GMC K1500 Sierra	15	18	4.3	M4C	FI
GMC K1500 Sierra	16	20	4.3	M5	FI
GMC K1500 Sierra	14	17	5.0	L4	FI
GMC K1500 Sierra	14	18	5.0	M5	FI
GMC K1500 Sierra	13	17	5.7	L4	FI
GMC K1500 Sierra	13	14	5.7	M4C	FI
GMC K1500 Sierra	13	17	5.7	M5	FI
GMC K1500 Sierra Diesel	17	22	6.2	L4	FI
GMC K1500 Sierra Diesel	18	18	6.2	M4C	FI
GMC K2500 Sierra	16	20	4.3	L4	FI
GMC K2500 Sierra	15	18	4.3	M4C	FI
GMC K2500 Sierra	16	20	4.3	M5	FI
GMC K2500 Sierra	14	17	5.0	L4	FI
GMC K2500 Sierra	13	17	5.0	M5	FI
GMC K2500 Sierra	13	17	5.7	L4	FI
GMC K2500 Sierra	13	14	5.7	M4C	FI
GMC K2500 Sierra	13	17	5.7	M5	FI
GMC K2500 Sierra Diesel	17	22	6.2	L4	FI
GMC K2500 Sierra Diesel	17	18	6.2	M4C	FI
GMC S15 Pickup	18	25	2.8	M5	FI
GMC S15 Pickup	17	22	4.3	L4	FI
Isuzu Pickup	16	19	2.6	M5	FI
Jeep Comanche Pickup	18	23	2.5	L4	FI
Jeep Comanche Pickup	20	24	2.5	M4	FI
Jeep Comanche Pickup	21	24	2.5	M4	FI
Jeep Comanche Pickup	19	24	2.5	M5	FI
Jeep Comanche Pickup	20	23	2.5	M5	FI
Jeep Comanche Pickup	15	19	4.0	L4	FI
Jeep Comanche Pickup	17	22	4.0	M5	FI
Mitsubishi Truck	17	19	2.6	A4	2bc
Mitsubishi Truck	18	21	2.6	M5	2bc
Nissan Truck	17	21	2.4	M5	FI
Nissan Truck	15	17	3.0	L4	FI
Nissan Truck	15	19	3.0	M5	FI
Toyota Truck	18	20	2.4	L4	FI
Toyota Truck	19	22	2.4	M5	FI
Toyota Truck	15	18	3.0	L4	FI
Toyota Truck	17	20	3.0	M5	FI

Cargo Vans

Car Line	Est MPG City	Est MPG Hwy	Displ (liters)	Trans	Fuel Sys
Chevrolet Astro 2wd	19	25	2.5	L4	FI
Chevrolet Astro 2wd	21	26	2.5	M5	FI
Chevrolet Astro 2wd	17	22	4.3	L4	FI
Chevrolet Astro 2wd	17	24	4.3	M5	FI
Chevrolet G10/20 Van 2wd	17	23	4.3	L4	FI
Chevrolet G10/20 Van 2wd	16	19	4.3	M4	FI
Chevrolet G10/20 Van 2wd	15	20	5.0	L4	FI
Chevrolet G10/20 Van 2wd	14	18	5.0	M4	FI
Chevrolet G10/20 Van 2wd	15	20	5.7	L4	FI
Chevrolet G10/20 Van Diesel	18	25	6.2	L4	FI
Chevrolet G10/20 Van Diesel	20	24	6.2	M4	FI
Chevrolet G30 Van 2wd	17	23	4.3	L4	FI
Dodge B150/B250 Van 2wd	15	17	3.9	A4	FI
Dodge B150/B250 Van 2wd	15	18	3.9	L3	FI
Dodge B150/B250 Van 2wd	15	19	3.9	L4	FI
Dodge B150/B250 Van 2wd	13	19	3.9	M5	FI
Dodge B150/B250 Van 2wd	13	14	5.2	A3	FI
Dodge B150/B250 Van 2wd	13	17	5.2	L3	FI
Dodge B150/B250 Van 2wd	13	17	5.2	L4	FI
Dodge B150/B250 Van 2wd	11	13	5.9	A3	FI
Dodge B350 Van 2wd	13	14	5.2	A3	FI
Dodge B350 Van 2wd	13	17	5.2	L4	FI
Dodge B350 Van 2wd	11	13	5.9	A3	FI
Ford Aerostar Van	17	23	3.0	L4	FI
Ford Aerostar Van	18	23	3.0	M5	FI
Ford E150 Econoline 2wd	14	16	4.9	A3	FI
Ford E150 Econoline 2wd	15	19	4.9	M5	FI
Ford E150 Econoline 2wd	13	17	5.0	L4	FI
Ford E150 Econoline 2wd	11	13	5.8	A3	FI
Ford E250 Econoline 2wd	14	16	4.9	A3	FI
Ford E250 Econoline 2wd	13	17	5.0	L4	FI
Ford E250 Econoline 2wd	11	13	5.8	A3	FI
GMC G15/25 Vandura 2wd	17	23	4.3	L4	FI
GMC G15/25 Vandura 2wd	16	19	4.3	M4	FI
GMC G15/25 Vandura 2wd	15	20	5.0	L4	FI
GMC G15/25 Vandura 2wd	14	18	5.0	M4	FI
GMC G15/25 Vandura 2wd	15	20	5.7	L4	FI
GMC G15/25 Vandura Diesel	18	25	6.2	L4	FI
GMC G15/25 Vandura Diesel	20	24	6.2	M4	FI
GMC G35 Vandura 2wd	17	23	4.3	L4	FI
GMC Safari 2wd	19	25	2.5	L4	FI
GMC Safari 2wd	21	26	2.5	M5	FI
GMC Safari 2wd	17	22	4.3	[illegible]	[illegible]
GMC Safari 2wd	17	24	4.3	M5	FI
Mitsubishi Van	20	22	2.4	L4	FI
Toyota Van 2wd	21	23	2.2	L4	FI
Toyota Van 2wd	22	24	2.2	M5	FI
Toyota Van 4wd	20	21	2.2	L4	FI

Passenger Vans

Car Line	Est MPG City	Est MPG Hwy	Displ (liters)	Trans	Fuel Sys
Chevrolet Astro 2wd	17	22	4.3	L4	FI
Chevrolet Astro 2wd	17	24	4.3	M5	FI
Chevrolet G10/20 Sportvan 2wd	17	23	4.3	L4	FI
Chevrolet G10/20 Sportvan 2wd	16	18	4.3	M4	FI
Chevrolet G10/20 Sportvan 2wd	14	17	5.0	L4	FI
Chevrolet G10/20 Sportvan 2wd	14	19	5.7	L4	FI
Chevrolet G10/20 Sportvan Diesel	16	21	6.2	L4	FI
Chevrolet G10/20 Sportvan Diesel	18	21	6.2	M4	FI
Chevrolet G30 Sportvan 2wd	13	15	5.7	L4	FI
Dodge B150/B250 Wagon 2wd	14	16	3.9	A4	FI
Dodge B150/B250 Wagon 2wd	14	16	3.9	L3	FI
Dodge B150/B250 Wagon 2wd	14	18	3.9	L4	FI
Dodge B150/B250 Wagon 2wd	13	17	3.9	M5	FI
Dodge B150/B250 Wagon 2wd	12	14	5.2	A3	FI
Dodge B150/B250 Wagon 2wd	13	16	5.2	L3	FI
Dodge B150/B250 Wagon 2wd	13	16	5.2	L4	FI
Dodge B150/B250 Wagon 2wd	10	12	5.9	A3	FI
Dodge B350 Wagon 2wd	12	14	5.2	A3	FI
Dodge B350 Wagon 2wd	13	16	5.2	L4	FI
Dodge B350 Wagon 2wd	10	12	5.9	A3	FI
Ford Aerostar Wagon	17	22	3.0	L4	FI
Ford Aerostar Wagon	16	23	3.0	M5	FI
Ford E150 Club Wagon	13	15	4.9	A3	FI
Ford E150 Club Wagon	13	17	5.0	L4	FI
Ford E150 Club Wagon	11	13	5.8	A3	FI
GMC G15/25 Rally 2wd	17	23	4.3	L4	FI
GMC G15/25 Rally 2wd	16	18	4.3	M4	FI
GMC G15/25 Rally 2wd	14	17	5.0	L4	FI
GMC G15/25 Rally 2wd	14	19	5.7	L4	FI
GMC G15/25 Rally 2wd Diesel	16	21	6.2	L4	FI
GMC G15/25 Rally 2wd Diesel	18	21	6.2	M4	FI
GMC G35 Rally 2wd	13	15	5.7	L4	FI
GMC Safari 2wd	17	22	4.3	L4	FI
GMC Safari 2wd	17	24	4.3	M5	FI
Mitsubishi Wagon	18	21	2.4	L4	FI
Toyota Van 2wd	21	23	2.2	L4	FI
Toyota Van 2wd	22	24	2.2	M5	FI
Toyota Van 4wd	20	21	2.2	L4	FI
Toyota Van 4wd	20	22	2.2	M5	FI
Volkswagen Vanagon Syncro 4wd	16	16	2.1	M5C	FI
Volkswagen Vanagon 2wd	17	18	2.1	A3	FI
Volkswagen Vanagon 2wd	18	19	2.1	M4	FI

Special Purpose Vehicles/2wd

Car Line	Est MPG City	Est MPG Hwy	Displ (liters)	Trans	Fuel Sys
Chevrolet R1500 Suburban 2wd	14	19	5.7	L4	FI
Chevrolet R1500 Suburban 2wd Diesel	16	24	6.2	L4	FI
Chevrolet S10 Blazer 2wd	19	26	2.8	M5	FI
Chevrolet S10 Blazer 2wd	18	23	4.3	L4	FI
Dodge AD150 Ramcharger 2wd	13	14	5.2	A3	FI
Dodge AD150 Ramcharger 2wd	13	17	5.2	L4	FI
Dodge AD150 Ramcharger 2wd	11	13	5.9	A3	FI
Dodge Caravan/Ram Van 2wd	21	23	2.5	A3	FI
Dodge Caravan/Ram Van 2wd Turbo	18	21	2.5	A3	FI
Dodge Caravan/Ram Van 2wd Turbo	18	25	2.5	M5	FI
Dodge Caravan/Ram Van 2wd	21	28	2.5	M5	FI
Dodge Caravan/Ram Van 2wd	18	22	3.0	L3	FI
Dodge Caravan/Ram Van 2wd	18	23	3.0	L4	FI
Ford Bronco II 2wd	17	21	2.9	L4	FI
Ford Bronco II 2wd	18	23	2.9	M5	FI
GMC R1500 Suburban 2wd	14	19	5.7	L4	FI
GMC R1500 Suburban Diesel	16	24	6.2	L4	FI
GMC S15 Jimmy 2wd	19	26	2.8	M5	FI
GMC S15 Jimmy 2wd	18	23	4.3	L4	FI
Isuzu Amigo 2wd	19	22	2.3	M5	2bc
Isuzu Amigo 2wd	17	21	2.6	M5	FI
Jeep Cherokee 2wd	18	24	2.5	L4	FI
Jeep Cherokee 2wd	19	24	2.5	M5	FI
Jeep Cherokee 2wd	21	24	2.5	M5	FI
Jeep Cherokee 2wd	16	21	4.0	L4	FI
Jeep Cherokee 2wd	17	23	4.0	M5	FI
Mazda MPV	19	24	2.6	L4	FI
Mazda MPV	20	24	2.6	M5	FI
Mazda MPV	17	22	3.0	L4	FI
Mazda MPV	18	23	3.0	M5	FI
Nissan Pathfinder 2wd	16	17	3.0	L4	FI
Nissan Pathfinder 2wd	15	19	3.0	M5	FI
Plymouth Voyager 2wd	21	23	2.5	A3	FI
Plymouth Voyager 2wd Turbo	18	21	2.5	A3	FI
Plymouth Voyager 2wd Turbo	18	25	2.5	M5	FI
Plymouth Voyager 2wd	21	28	2.5	M5	FI
Plymouth Voyager 2wd	18	22	3.0	L3	FI
Plymouth Voyager 2wd	18	23	3.0	L4	FI

Special Purpose Vehicles/4wd

Car Line	Est MPG City	Est MPG Hwy	Displ (liters)	Trans	Fuel Sys
Chevrolet S10 Blazer 4wd	18	25	2.8	M5	FI
Chevrolet S10 Blazer 4wd	17	21	4.3	L4	FI
Chevrolet V1500 Blazer 4wd	13	17	5.7	L4	FI
Chevrolet V1500 Blazer 4wd	13	15	5.7	M4C	FI
Chevrolet V1500 Blazer 4wd Diesel	17	21	6.2	L4	FI
Chevrolet V1500 Suburban 4wd	12	16	5.7	L4	FI
Chevrolet V1500 Suburban 4wd	12	14	5.7	M4C	FI
Chevrolet V1500 Suburban 4wd Diesel	16	21	6.2	L4	FI
Dodge AW150 Ramcharger 4wd	11	13	5.2	A3	FI
Dodge AW150 Ramcharger 4wd	11	14	5.2	M4C	FI
Dodge AW150 Ramcharger 4wd	10	11	5.9	A3	FI
Dodge AW150 Ramcharger 4wd	10	13	5.9	M4C	FI
Dodge Colt Vista 4wd	19	25	2.0	M5	FI
Dodge Colt Wagon 4wd	23	28	1.8	M5	FI
Dodge Raider	16	19	2.6	M5	2bc
Dodge Raider	17	17	3.0	A4	FI
Dodge Raider	15	18	3.0	M5	FI
Ford Bronco II 4wd	16	20	2.9	L4	FI
Ford Bronco II 4wd	17	22	2.9	M5	FI
Ford Bronco 4wd	14	15	4.9	A3	FI
Ford Bronco 4wd	14	16	4.9	M4C	FI
Ford Bronco 4wd	15	18	4.9	M5	FI
Ford Bronco 4wd	15	17	4.9	M5C	FI
Ford Bronco 4wd	12	13	5.0	A3	FI
Ford Bronco 4wd	13	17	5.0	L4	FI
Ford Bronco 4wd	13	14	5.0	M4C	FI
Ford Bronco 4wd	13	15	5.0	M5	FI
Ford Bronco 4wd	11	13	5.8	A3	FI
Geo Tracker Convertible 4wd	28	29	1.6	M5	FI
Geo Tracker Hardtop 4wd	25	26	1.6	L3	FI
Geo Tracker Hardtop 4wd	28	29	1.6	M5	FI
GMC S15 Jimmy 4wd	18	25	2.8	M5	FI
GMC S15 Jimmy 4wd	17	21	4.3	L4	FI
GMC V1500 Jimmy 4wd	13	17	5.7	L4	FI
GMC V1500 Jimmy 4wd	13	15	5.7	M4C	FI
GMC V1500 Jimmy 4wd Diesel	17	21	6.2	L4	FI
GMC V1500 Suburban 4wd	12	16	5.7	L4	FI
GMC V1500 Suburban 4wd	12	14	5.7	M4C	FI
GMC V1500 Suburban 4wd Diesel	16	21	6.2	L4	FI
Isuzu Amigo 4wd	16	19	2.6	M5	FI
Isuzu Trooper	16	18	2.6	L4	FI
Isuzu Trooper	16	19	2.6	M5	FI
Isuzu Trooper	15	18	2.8	M5	FI
Jeep Cherokee/Wagoneer 4wd	18	23	2.5	L4	FI
Jeep Cherokee/Wagoneer 4wd	19	24	2.5	M5	FI
Jeep Cherokee/Wagoneer 4wd	20	23	2.5	M5	FI
Jeep Cherokee/Wagoneer 4wd	16	20	4.0	L4	FI
Jeep Cherokee/Wagoneer 4wd	17	22	4.0	M5	FI
Jeep Grand Wagoneer 4wd	11	13	5.9	A3	2bc
Jeep Wagoneer Limited 4wd	15	20	4.0	L4	FI
Jeep Wrangler 4wd	16	20	2.5	M5	FI
Jeep Wrangler 4wd	18	20	2.5	M5	FI
Jeep Wrangler 4wd	15	16	4.2	A3	2bc
Jeep Wrangler 4wd	16	20	4.2	M5	2bc
Range Rover	12	15	3.9	L4	FI
Mitsubishi Montero	16	19	2.6	M5	2bc
Mitsubishi Montero	17	17	3.0	A4	FI
Mitsubishi Montero	15	18	3.0	M5	FI
Mitsubishi Space Wagon 4wd	19	25	2.0	M5	FI
Nissan Pathfinder 4wd	16	20	2.4	M5	FI
Nissan Pathfinder 4wd	14	16	3.0	L4	FI
Nissan Pathfinder 4wd	15	18	3.0	M5	FI
Plymouth Colt Vista 4wd	19	25	2.0	M5	FI
Plymouth Colt Vista 4wd	23	28	1.8	M5	FI
Subaru Hatchback 4wd	25	29	1.8	M4	2bc
Subaru Sedan/3-door 4wd	23	23	1.8	A3	FI
Subaru Sedan/3-door 4wd	24	29	1.8	M5	FI
Subaru Wagon 4wd	23	23	1.8	A3	FI
Subaru Wagon 4wd	24	29	1.8	M5	FI
Suzuki Samurai Convertible	28	29	1.3	M5	2bc
Suzuki Samurai Hardtop	28	29	1.3	M5	2bc
Suzuki Sidekick Convertible 4wd	28	29	1.3	M5	2bc
Suzuki Sidekick Convertible 4wd	25	26	1.6	L3	FI
Suzuki Sidekick Convertible 4wd	28	29	1.6	M5	FI
Suzuki Sidekick Hardtop 4wd	25	26	1.6	L3	FI
Suzuki Sidekick Hardtop 4wd	28	29	1.6	M5	FI
Toyota Land Cruiser Wagon 4wd	12	14	4.0	L4	FI
Toyota 4-Runner 4wd	18	20	2.4	L4	FI
Toyota 4-Runner 4wd	19	22	2.4	M5	FI
Toyota 4-Runner 4wd	15	18	3.0	L4	FI
Toyota 4-Runner 4wd	17	20	3.0	M5	FI

Special Purpose Vehicles/Cab Chassis

Car Line	Est MPG City	Est MPG Hwy	Displ (liters)	Trans	Fuel Sys
Cadillac Commercial Chassis	17	25	4.5	L4	FI
Chevrolet S10 Cab Chassis 2wd	18	19	2.5	L3	FI
Dodge Dakota Cab Chassis 2wd	14	18	3.9	L4	FI
Dodge Dakota Cab Chassis 2wd	13	17	3.9	M5	FI
Dodge D250 Cab Chassis 2wd	10	12	5.9	A3	FI
General Motors Coachbuilder Wagon	17	24	5.0	L4	4bc
Nissan Truck Cab Chassis 2wd	12	12	3.0	L4	FI
Nissan Truck Cab Chassis 2wd	14	14	3.0	M5	FI
Toyota Cab/Chassis 2wd	11	11	3.0	L4	FI
Toyota Cab/Chassis 2wd	13	13	3.0	M5	FI

NOTES: Transmissions: M – Manual, A – Automatic, L – Lockup Automatic, C – Creeper

PRICES

Retail prices, 1989 U.S. and import models

This table shows the prices of 1989 domestic and imported cars as of May 9, 1989. All prices are manufacturers' suggested retail prices. Import prices include ocean freight and U.S. import duty. None of the prices include destination charges, state and local taxes, optional equipment or any charges that may be passed on to the buyer. In the equipment section, "Std." means standard equipment; "N.A." means the item is not available on the model mentioned. On some models, the standard-equipment radio is a delete option.

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	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
ACURA Integra RS 4 (1989 model)	$12,060		$11,260			$610	std.	240	728
Integra LS 4 (1989 mod	13,900		13,070			610	std.	std.	728
Integra RS 4 (1990 model	12,850		11,950			725	std.	240	735
Integra LS 4 (1990 mode	14,545		13,725			725	std.	std.	735
Integra GS 4 (1990 mode	15,950		15,825			725	std.	std.	735
Legend V-6	22,600	$24,760				800	std.	std.	std.
Legend L V-6	25,900	27,325				800	std.	std.	std.
Legend LS V-6	29,160	30,040				800	std.	std.	std.

Radio and air conditioning prices on Integra models do not include dealer installation charge.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
ALFA ROMEO Graduate 4				$16,700		N.A.	N.A.	645	995
Veloce 4				20,200		N.A.	N.A.	645	995
Quadrifoglio 4				23,400		N.A.	N.A.	645	995
Milano Gold V-6	18,475					700	std.	std.	std.
Milano Platinum V-6	22,500					std.	std.	std.	std.
Milano 3-liter V-6	22,700					N.A.	std.	std.	std.

Prices do not include suggested dealer preparation charge of $160.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
ASTON MARTIN Volante V-8				183,000		std.	std.	std.	std.
Vantage Volante V-8				197,000		std.	std.	std.	std.
Lagonda V-8	197,000					std.	std.	std.	std.

East Coast prices are listed. West Coast prices are $2,000 higher.

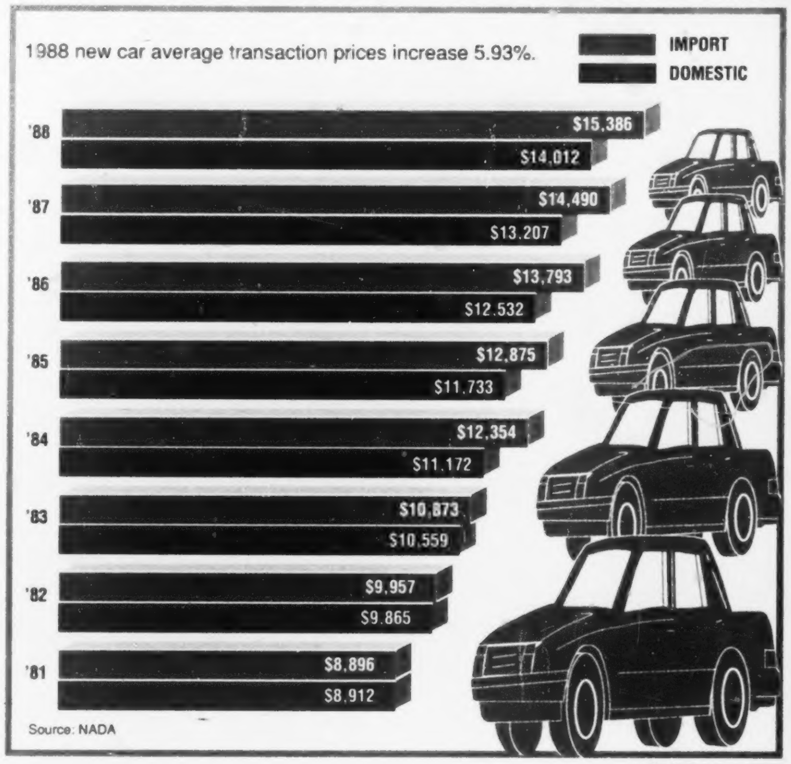
	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
AUDI 80 4	19,350					550	std.	495	std.
80 Quattro 5	23,610					N.A.	std.	495	std.
90 5	25,310					550	std.	std.	std.
90 Quattro 5	28,840					N.A.	std.	std.	std.
100E 5	25,230					std.	std.	std.	std.
100 5	27,750				29,250	550	std.	std.	std.
100 Quattro 5	31,110					N.A.	std.	std.	std.
200 Turbo 5	33,405					550	std.	std.	std.
200 Quattro 5	37,305				38,805	N.A.	std.	std.	std.
BENTLEY Eight V-8	108,700					std.	std.	std.	std.
Mulsanne S V-8	118,900					std.	std.	std.	std.
Turbo R V-8	149,500					std.	std.	std.	std.
Continental V-8				204,800		std.	std.	std.	std.
BMW 325i 6	25,450	24,650		33,850		645	std.	std.	std.
325is 6		28,950				645	std.	std.	std.
325iX 6	30,750	29,950				645	std.	std.	std.
M3 4		34,950				N.A.	std.	std.	std.
525i 6	37,000					std.*	std.	std.	std.
535i 6	43,600					std.*	std.	std.	std.
635CSi 6		47,000				std.*	std.	std.	std.
M6 6		55,950				N.A.	std.	std.	std.
735i 6	54,000					std.*	std.	std.	std.
735iL 6	58,000					std.	std.	std.	std.
750iL V-12	70,000					std.	std.	std.	std.

Dealer preparation charge: $130 on 325i 2-door and 4-door, 325is, 325ix 2-door and 4-door and 525i; $145 on 325i convertible, 535i, 735i, 735iL and 635-CSi; $180 on M-3 and M-6; $215 on 750iL.
*5-speed-manual transmission is a no-cost option on 525i, 535i, 635-CSi and 735i.
Add the following for gas-guzzler tax: $650 manual transmission/$850 automatic on 535i, 635-CSi and 735i; $850 on 735iL; $1,850 on 750iL; and $2,250 on M-6

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
BUICK Skyhawk 4	9,285	9,285			10,230	440	std.	std.	695
Skylark Custom 4	11,115	11,115				std.	std.	std.	695
Skyklark Custom Luxury Edition 4	12,415					std.	std.	std.	695
Skylark Limited 4	12,345	12,345				std.	std.	std.	695
Skylark Limited Luxury Edition 4	13,545					std.	std.	std.	695
Century Custom 4	12,429	12,199			13,156	std.	std.	std.	795
Century Limited 4	13,356					std.	std.	std.	795
Century Estate Wagon 4					13,956	std.	std.	std.	795
Regal Custom V-6		14,614				std.	std.	std.	std.
Regal Limited V-6		15,139				std.	std.	std.	std.
LeSabre V-6		15,425				std.	std.	std.	std.
LeSabre Custom V-6	15,330					std.	std.	std.	std.
LeSabre Limited V-6	16,730	16,630				std.	std.	std.	std.
LeSabre Estate Wagon (3-seat) V-8					16,770	std.	std.	std.	std.
Electra Limited V-6	18,525					std.	std.	std.	std.
Electra Park Avenue V-6	20,460					std.	std.	std.	std.
Electra T-Type V-6	21,325					std.	std.	std.	std.
Park Avenue Ultra V-6	26,218					std.	std.	std.	std.
Electra Estate Wagon (3-seat) V-8					19,860	std.	std.	std.	std.
Riviera V-6		22,540				std.	std.	std.	std.
Reatta V-6		26,700				std.	std.	std.	std.
CADILLAC DeVille V-8	25,435	24,960				std.	std.	std.	std.
Fleetwood V-8	30,300	29,825				std.	std.	std.	std.
Fleetwood Sixty Special V-8	34,230					std.	std.	std.	std.
Brougham V-8	25,699					std.	std.	std.	std.
Eldorado V-8		26,738				std.	std.	std.	std.
Seville V-8	29,750					std.	std.	std.	std.
Allante V-8				57,183		std.	std.	std.	std.
CHEVROLET Geo Metro 3			5,995			*	N.A.	*	N.A.
Geo Metro LSi hatchback 3	7,195		6,895			*	N.A.	*	655
Geo Spectrum 4	7,795		7,295			*	*	*	660
Geo Prizm 4	9,660					420	*	*	675
Geo Prizm hatchback 4	9,960					420	*	*	675
Cavalier VL 4		7,375				415	*	*	695
Cavalier 4	8,595	8,395			8,975	440	*	std.	695
Cavalier Z24 V-6		11,325		16,615		440	std.	std.	695
Corsica 4	9,985					515	std.	std.	770
Corsica hatchback 4	10,375					515	std.	std.	770
Corsica LTZ V-6	12,825					515	std.	std.	std.
Beretta 4		10,575				515	std.	std.	770
Beretta GT V-6		12,685				515	std.	std.	std.
Camaro RS V-6		11,495				515	std.	std.	775
Camaro RS convertible V-8				16,995		515	std.	std.	795
Camaro IROC-Z V-8		14,145		18,945		515	std.	std.	795
Celebrity 4	11,495				11,925	std.	std.	std.	795
Celebrity 3-seat wagon 4					12,175	std.	std.	std.	795
Lumina 4	11,883					std.	std.	std.	775
Lumina Euro 4	13,776					std.	std.	std.	std.
Caprice V-8	13,865					std.	std.	std.	std.
Caprice Classic V-8	14,445					std.	std.	std.	std.
Caprice Classic 3-Seat Wagon V-8					15,025	std.	std.	std.	std.
Caprice Classic Brougham V-8	15,615					std.	std.	std.	std.
Caprice Classic Brougham LS V-8	16,835					std.	std.	std.	std.
Corvette V-8			31,545	36,785		std.	std.	std.	std.

*—Part of option package, not priced separately.
Geo Metro and Geo Spectrum models are imported from Japan.

1988 new car average transaction



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AUTOMOTIVE NEWS / C. BEEVER

PRICES

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
CHRYSLER Conquest TSi 4			18,974			718	std.	std.	955
LeBaron hatchback 4***	11,495					536	std.	std.	775
LeBaron Premium hatchback 4***	13,495					536	std.	std.	std.
LeBaron GTS hatchback 4***	17,095					*	std.	std.	std.
LeBaron High 4		11,495		13,995		536	std.	std.	775
LeBaron Premium 4		14,695		18,195		std.	std.	std.	std.
LeBaron GTC 4		17,435		19,666		**	std.	std.	std.
LeBaron GT 4		14,795		17,195		536	std.	std.	std.
New Yorker V-6	17,416					std.	std.	std.	std.
New Yorker Landau V-6	19,509					std.	std.	std.	std.
Fifth Avenue V-8***	18,345					std.	std.	std.	std.
TC by Maserati 4				33,000		std.	std.	std.	std.

Conquest TSi is imported from Japan.
Chrysler TC by Maserati is imported from Italy.
*—On the LeBaron GTS, there is a $175 credit with automatic transmission.
**—Automatic transmission is a no-charge option on the LeBaron GT.
***—Production of LeBaron hatchback ended March 3, 1989. Production of Fifth Avenue ended Dec. 23, 1988.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
DAIHATSU Charade CES 3			6,197			N.A.	N.A.	230	730
Charade CLS 3			6,697			N.A.	N.A.	230	730
Charade CLX 3			7,497			N.A.	N.A.	230	730
Charade CLS 4			7,097			400	241	230	730
Charade CLX 4			8,657			std.	std.	230	730
DODGE Colt 4			6,678			N.A.	N.A.	273	739
Colt E 4			7,505			N.A.	259	273	739
Colt GT 4			8,863			499	259	298	739
Colt DL 4					9,316	499	259	273	739
Colt DL 4 (4wd)					11,145	N.A.	std.	273	739
Colt Vista 4					11,518	499	259	273	739
Colt Vista 4 (4wd)					12,828	N.A.	std.	273	739
Omni America 4	6,595					*	*	*	775
Aries America 4	7,595	7,595				*	240	*	775
Shadow 4	8,595		8,395			536	std.	std.	775
Spirit 4	9,995					536	std.	std.	*
Spirit LE 4	11,195					536	std.	std.	775
Spirit ES 4	12,495					536	std.	std.	775
Daytona 4			9,295			536	std.	std.	*
Daytona ES 4			10,395			536	std.	std.	*
Daytona ES Turbo 4			11,995			536	std.	std.	*
Daytona Shelby 4			13,295			*	std.	std.	*
Lancer 4***	11,195					536	std.	std.	775
Lancer ES 4***	13,695					536	std.	std.	std.
Lancer Shelby 4***	17,395					**	std.	std.	std.
Dynasty 4	12,295					std.	std.	std.	775
Dynasty LE V-6	13,595					std.	std.	std.	775
Diplomat Salon V-8***	11,995					std.	std.	std.	855
Diplomat SE V-8***	14,795					std.	std.	std.	std.

*—Part of option package; not priced separately.
**—On the Lancer Shelby, there is a $175 credit with automatic transmission.
Colt and Colt Vista models are imported from Japan.
***—Production of Lancer ended March 3, 1989. Production of Diplomat ended Dec. 23, 1988.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
EAGLE Summit DL 4	9,347					505	*	*	748
Summit LX 4	10,364					505	std.	*	748
Medallion DL 4	10,405					490	std.	std.	799
Medallion DL wagon 4					11,649	std.	std.	std.	799
Medallion LX 4	10,938					490	std.	std.	799
Medallion LX wagon 4					12,275	std.	std.	std.	799
Premier LX4	13,576					std.	std.	std.	830
Premier ES V-6	15,859					std.	std.	std.	830
Premier ES Limited V-6	19,181					std.	std.	std.	std.

*—Part of option package; not priced separately.
Summit models are imported from Japan.
Medallion models were made in France. They are no longer imported.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
FERRARI 328GTB V-8		77,900				N.A.	N.A.	*	std.
328GTS V-8		83,800				N.A.	N.A.	*	std.
Testarossa V-12		140,700				N.A.	N.A.	*	std.

*—Radio is dealer installed; Ferrari does not quote a price.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
FORD Festiva L 4			6,073			N.A.	N.A.	N.A.	N.A.
Festiva L plus 4			6,747			515	N.A.	std.	824
Festiva LX 4			7,476			515	N.A.	std.	720
Escort Pony 4			6,964			515	N.A.	206	N.A.
Escort LX 4	7,679		7,349			515	235	152	720
Escort LX wagon 4					8,280	439	235	152	720
Escort GT 4			9,315			N.A.	std.	std.	720
Probe GL 4			10,943			617	std.	std.	807
Probe LX 4			11,769			617	std.	std.	807
Probe GT 4			14,077			N.A.	std.	std.	807
Tempo GL 4	9,207	9,057				515	std.	std.	807
Tempo GLS 4	9,848	9,697				515	std.	std.	807
Tempo LX 4	10,156					515	std.	std.	807
Tempo 4 (all-wheel-drive)	10,860					std.	std.	std.	807
Mustang LX 4		9,050	9,556	14,140		515	std.	std.	807
Mustang LX 5-liter V-8		11,410	12,265	17,001		515	std.	std.	807
Mustang GT V-8			13,272	17,512		515	std.	std.	807
Taurus L 4	11,778					std.	std.	std.	807
Taurus L Wagon V-6					13,143	std.	std.	std.	807
Taurus GL 4	12,202					std.	std.	std.	807
Taurus GL Wagon V-6					13,544	std.	std.	std.	807
Taurus LX V-6	15,282				16,524	std.	std.	std.	std.
Taurus SHO V-6	19,739					N.A.	std.	std.	std.
Thunderbird V-6		14,612				std.	std.	std.	std.
Thunderbird LX V-6		16,817				std.	std.	std.	std.
Thunderbird Super Coupe V-6		19,823				539	std.	std.	std.
LTD Crown Victoria V-8	15,851				16,209	std.	std.	std.	std.
LTD Crown Victoria LX V-8	16,767				17,238	std.	std.	std.	std.
LTD Country Squire V-8					16,527	std.	std.	std.	std.
LTD Country Squire LX V-8					17,556	std.	std.	std.	std.

Festiva models are imported from South Korea.
Probe models are built by Mazda in Flat Rock, Mich.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
HONDA Civic 4			6,385			N.A.	N.A.	181	672
Civic DX 4			8,445			850	*	181	672
Civic DX 4	9,190					900	*	181	672
Civic Si 4			9,980			N.A.	N.A.	181	672
Civic LX 4	10,150					570	std.	181	672
Civic wagon 4					10,125	1,015	*	181	672
Civic wagon 4 (4wd)					12,210	600	std.	181	672
Civic CRX HF 4			8,895			N.A.	N.A.	181	672
Civic CRX DX 4			9,310			570	N.A.	181	672
Civic CRX Si 4			10,930			N.A.	N.A.	181	672
Accord DX 4	11,770	11,650	11,230			610	std.	181	735
Accord LX 4	14,180					610	std.	std.	std.
Accord LXi 4	15,920	14,690	14,530			610	std.	std.	std.
Prelude S 4		13,945				725	std.	std.	std.
Prelude Si 4		16,965				725	std.	std.	std.
Prelude Si 4 (4-wheel steering)		18,450				725	std.	std.	std.

*—Automatic transmission price on Civic DX and 2wd wagon includes power steering.
Radio and air conditioning prices do not include dealer installation charge.
Civic and Accord 4-door sedans and Accord notchback coupes are U.S.-built. Civic 2-door hatchbacks are built in Canada.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
HYUNDAI Excel 4	6,449		5,724*			N.A.	260	295	735
Excel GL 4	7,399		6,949			485	260	295	735
Excel GL (hatchback) 4	7,199					485	260	295	735
Excel GS 4			7,949			485	260	295	735
Excel GLS 4	7,999					485	260	std.	735
Excel GLS (hatchback) 4	7,849					485	260	std.	735
Sonata 4	9,695					610	std.	330	745
Sonata GLS 4	11,695					610	std.	std.	745

*—Automatic transmission not available on base Excel 3-door hatchback.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
ISUZU I-Mark S 4	8,179		7,779			430	220	185	680
I-Mark XS 4	9,379		9,179			430	std.	185	680
I-Mark RS 4	9,559		9,359			N.A.	std.	std.	680
I-Mark LS Turbo 4	11,369					N.A.	std.	std.	680
Impulse 4			14,329			540	std.	std.	std.
Impulse Turbo 4			16,329			540	std.	std.	std.
JAGUAR XJ6 6	44,000					std.	std.	std.	std.
Vanden Plas 6	48,000					std.	std.	std.	std.
XJ-S V-12		48,000		57,000		std.	std.	std.	std.
LAMBORGHINI Countach V-12		145,000				N.A.	std.	std.	std.
LINCOLN Town Car V-8	25,562					std.	std.	std.	std.
Town Car Signature V-8	28,563					std.	std.	std.	std.
Town Car Cartier V-8	29,709					std.	std.	std.	std.
Mark VII Bill Blass V-8		27,569				std.	std.	std.	std.
Mark VII LSC V-8		27,569				std.	std.	std.	std.
Continental V-6	28,430					std.	std.	std.	std.
Continental Signature V-6	30,353					std.	std.	std.	std.
LOTUS Esprit Turbo 4		67,500				N.A.	N.A.	std.	std.
ESP Turbo 4 (special equipment)		79,500				N.A.	N.A.	std.	std.
MASERATI 430 V-6	44,320					N.A.	std.*	std.	std.
228 V-6		55,835				N.A.	std.*	std.	std.
Spyder V-6				46,310		N.A.	std.*	std.	std.

*—Automatic transmission or 5-speed manual are no-charge choices on all models.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
MAZDA 323 4	7,899		6,449			700	250	450	760

PRICES

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
323-SE 4	8,599		7,649			700	250	450	760
323 LX 4	9,499					700	std.	450	760
626-DX 4	11,449					720	std.	450	800
626-LX 4	13,399					720	std.	std.	800
626-LX touring sedan 4	13,599					720	std.	std.	800
626 Turbo touring sedan 4	15,249					720	std.	std.	800
MX-6 DX 4		11,399				720	std.	450	800
MX-6 LX 4		13,299				720	std.	std.	800
MX-6 GT 4		15,499				720	std.	std.	800
MX-6 GT 4 (4-wheel steering)		16,699				720	std.	std.	800
929 V-6	22,900					std.	std.	std.	std.
RX-7 GTU			17,300			750	std.	std.	859
RX-7 GTU-S			19,600			N.A.	std.	std.	859
RX-7 GXL			21,600			750	std.	std.	std.
RX-7 GXL 2 + 2			22,100			750	std.	std.	std.
RX-7 Turbo			25,950			N.A.	std.	std.	std.
RX-7 convertible				25,600		750	std.	std.	859

Mazda MX-6 models are U.S.-built.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
MERCEDES-BENZ 190D 2.5 5	30,980					std.	std.	std.	std.
190E 2.6 6	31,590					910	std.	std.	std.
260E 6	39,200					std.	std.	std.	std.
300E 6	44,850					std.	std.	std.	std.
300CE 6		53,880				std.	std.	std.	std.
300TE 6					48,210	std.	std.	std.	std.
300SE 6	51,400					std.	std.	std.	std.
300SEL 6	55,100					std.	std.	std.	std.
420SEL V-8	61,210					std.	std.	std.	std.
560SEL V-8	72,280					std.	std.	std.	std.
560SL		64,230				std.	std.	std.	std.
560SEC		79,840				std.	std.	std.	std.

Add the following for gas-guzzler tax: $500 on 300-TE; $650 on 300-SE and 300-SEL; $1,050 on 420-SEL; $1,300 on 560-SL; and $1,500 on 560-SEL and 560-SEC.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
MERCURY Tracer 4			8,672			415	235	std.	688
Tracer 4	9,358				9,842	415	std.	std.	688
Topaz GS 4	9,734	9,577				539	std.	std.	807
Topaz XR-5 4		10,498				539	std.	std.	807
Topaz LS 4	11,030					539	std.	std.	807
Topaz LTS 4	11,980					539	std.	std.	807
Sable GS V-6	14,101				14,804	std.	std.	std.	std.
Sable LS V-6	15,094				15,872	std.	std.	std.	std.
Cougar V-6		15,448				std.	std.	std.	std.
Cougar XR-7 V-6		19,650				539	std.	std.	std.
Grand Marquis GS V-8	16,701					std.	std.	std.	std.
Grand Marquis LS V-8	17,213					std.	std.	std.	std.
Colony Park GS V-8					17,338	std.	std.	std.	std.
Colony Park LS V-8					17,922	std.	std.	std.	std.
Merkur XR4Ti 4			19,759			479	std.	std.	std.
Merkur Scorpio V-6	25,052					550	std.	std.	std.

Tracer models are imported from Mexico.
Merkur XR4Ti and Scorpio models are imported from West Germany.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
MITSUBISHI Precis 4			5,724			N.A.	N.A.	295	N.A.
Precis RS 4			6,949			N.A.	N.A.	295	735
Precis LS 4			7,599			490	260	std.	735
Precis LS 4	7,849					490	260	std.	N.A.
Mirage 4	8,859					470	262	353	744
Mirage 4			9,159			std.	262	353	744
Mirage LS 4	10,209					490	std.	552	744
Mirage Turbo 4			11,969			N.A.	std.	552	744
Eclipse 4			10,397			630	235	165	788
Eclipse GS 4			11,409			630	std.	std.	788
Eclipse GS DOHC 16-valve 4			12,239			630	std.	std.	788
Eclipse GS DOHC Turbo 16-valve 4			14,169			N.A.	std.	std.	788
Galant 4	10,971					848	std.	552	790
Galant LS 4	13,579					std.	std.	std.	790
Galant GS 4	15,269					N.A.	std.	std.	790
Sigma V-6	17,069					std.	std.	std.	std.
Starion ESi-R Turbo 4			19,859			N.A.	std.	std.	std.

Eclipse models are U.S.-built.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
NISSAN Sentra 4		6,999				N.A.	N.A.	*	825
Sentra E 4	8,799	8,249			9,499	900	**	*	825
Sentra XE 4	10,599	9,949			11,049	925	std.	***	825
Sentra XE 4 (4wd)					11,899	925	std.	***	825
Sentra XE coupe 4		10,999				925	std.	***	825
Sentra SE coupe 4		12,299				540	std.	std.	825
Pulsar NX XE 4			11,999			540	std.	std.	825
Pulsar NX SE 4			12,999			780	std.	std.	825
Stanza E 4	12,199					780	std.	std.	825
Stanza GXE 4	14,249					780	std.	std.	825
240SX XE 4		13,249				830	std.	std.	825
240SX SE 4			13,499			830	std.	std.	825
Maxima GXE V-6	17,499					std.	std.	std.	std.
Maxima SE V-6	18,549					900	std.	std.	std.
300ZX GS V-6 (1990 model)			27,300			800	std.	std.	std.
300ZX GS 2 + 2 V-6 (1989 model)			24,649			780	std.	std.	std.
300ZX Turbo V-6 (1989 model)			25,949			780	std.	std.	std.

*—Radio is dealer installed on base Sentra and Sentra E. Nissan does not quote a price.
**—Automatic transmission price on Sentra E includes power steering.
***—Automatic transmission price on Sentra XE includes AM/FM/Stereo Radio.
Sentra 2-door sedans and 4-door sedans are U.S.-built.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
OLDSMOBILE Cutlass Calais 4	9,995	9,995				405	std.	std.	*
Cutlass Calais S 4	10,995	10,895				515	std.	std.	*
Cutlass Calais SL 4	11,995	11,895				515	std.	std.	*
Cutlass Calais International 4	14,495	14,395				515	std.	std.	std.
Cutlass Ciera 4	12,195	11,695				std.	std.	std.	*
Cutlass Ciera SL 4	13,495	12,695				std.	std.	std.	*
Cutlass Ciera International 4	16,795	15,995				std.	std.	std.	std.
Cutlass Ciera Cruiser 4					12,995	std.	std.	std.	*
Cutlass Cruiser SL (3-seat wagon) 4					13,995	std.	std.	std.	*
Cutlass Supreme V-6		14,370				std.	std.	std.	std.
Cutlass Supreme SL V-6		15,270				std.	std.	std.	std.
Cutlass Supreme Intl. V-6		16,995				715	std.	std.	std.
88 Royale V-6	15,295	15,195				std.	std.	std.	std.
88 Royale Brougham V-6	16,395	16,295				std.	std.	std.	std.
Custom Cruiser V-8					16,795	std.	std.	std.	std.
98 Regency V-6	19,295					std.	std.	std.	std.
98 Regency Brougham V-6	20,495					std.	std.	std.	std.
Touring Sedan V-6	25,995					std.	std.	std.	std.
Toronado V-6		21,995				std.	std.	std.	std.
Toronado Trofeo V-6		24,995				std.	std.	std.	std.

*—Part of option package; not priced separately.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
PEUGEOT 405-DL 4	14,500					650	std.	579*	std.
405-S 4	17,700					650	std.	std.	std.
405-Mi 16 4	20,700					N.A.	std.	std.	std.
505-S 4	19,295					650	std.	std.	std.
505 V-6	21,435					650	std.	std.	std.
505-STX V-6	25,895					650	std.	std.	std.
505 Turbo 4	26,335					650	std.	std.	std.
505-DL 4					17,590	650	std.	579*	std.
505-SW8 4					19,995	650	std.	std.	std.
505 Turbo 4					25,540	std.	std.	std.	std.
505-SW8 Turbo 4					25,695	std.	std.	std.	std.

*—Radio prices on 405-DL sedan and 505-DL wagon do not include installation charges.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
PLYMOUTH Colt 4			6,678			N.A.	N.A.	273	739
Colt E 4			7,505			N.A.	259	273	739
Colt GT 4			8,563			499	259	273	739
Colt DL 4					9,316	499	259	273	739
Colt DL 4 (4wd)					11,145	N.A.	std.	273	739
Colt Vista 4					11,518	499	259	273	739
Colt Vista 4 (4wd)					12,828	N.A.	std.	273	739
Horizon America 4	6,595					*	*	*	775
Reliant America 4	7,595	7,595				*	240	*	775
Sundance 4	8,595		8,395			536	std.	std.	775
Laser 4			10,397			668	*	std.	775
Laser RS 4			11,417			668	std.	std.	775
Laser RS Turbo 4			13,394			N.A.	std.	std.	775
Acclaim 4	9,920					536	std.	std.	*
Acclaim LE 4	11,295					536	std.	std.	775
Acclaim LX V-6	13,195					std.	std.	std.	775
Gran Fury V-8**	11,995					std.	std.	std.	855

*—Part of option package; not priced separately.
**—Production of Gran Fury ended Dec. 23, 1988.
Colt and Colt Vista models are imported from Japan.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
PONTIAC LeMans 4			6,599			N.A.	N.A.	307	N.A.
LeMans LE 4	8,349		7,999			445	214	std.	680
LeMans SE 4	9,749					445	214	std.	680
LeMans GSE 4			9,499			445	std.	std.	680
Sunbird LE 4	8,949	8,849				440	225	std.	695
Sunbird SE 4		9,099				440	225	std.	695
Sunbird GT 4		11,399		16,899		440	std.	std.	695

PRICES

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
Grand Am LE 4	10,669	10,469				515	std	std	695
Grand Am SE 4	13,799	13,599				515	std	std	695
Firebird V-6		11,999				515	std	std	795
Firebird Formula V-8		13,949				515	std	std	std
Firebird Trans Am V-8		15,999				515	std	std	std
Firebird Trans Am GTA V-8		20,339				std	std	std	std
Pontiac 6000-LE 4	11,969					std	std	std	795
Pontiac 6000-LE V-6					13,769	std	std	std	795
Pontiac 6000-S E V-6	15,399				16,699	std	std	std	795
Pontiac 6000-STE (AWD) V-6	22,599					std	std	std	std
Grand Prix V-6		13,975				std	std	std	std
Grand Prix LE V-6		14,925				std	std	std	std
Grand Prix SE V-6		15,999				615	std	std	std
Bonneville LE V-6	14,829					std	std	std	std
Bonneville SE V-6	17,199					std	std	std	std
Bonneville SSE V-6	22,899					std	std	std	std
Safari V-8					15,659	std	std	std	std
LeMans models are imported from South Korea									
PORSCHE 944 4			33,245			1,060	std	std	std
944-S2 4			41,900			N.A.	std	std	std
944 Turbo 4			44,900			N.A.	std	std	std
911 6		51,205		59,200		N.A.	N.A.	std	std
911 Targa 6		52,435				N.A.	N.A.	std	std
911 Speedster 6		65,480				N.A.	N.A.	std	2,665
911 6 (4wd)		69,500				N.A.	N.A.	std	std
911 Turbo 6		70,975		85,060		N.A.	N.A.	std	std
911 Targa Turbo 6		77,065				N.A.	N.A.	std	std
928-S4 V-8			74,545			std *	std	std	std
*Automatic transmission or 5-speed manual are no-charge choices on 928-S4									
ROLLS-ROYCE Silver Spirit V-8	129,800					std	std	std	std
Silver Spur V-8	142,600					std	std	std	std
Corniche II V-8				205,500		std	std	std	std
SAAB 900 16-valve 4	17,515		16,995			525	std	std	std
900S 16-valve 4	20,245		19,695			525	std	std	std
900 Turbo 16-valve 4	24,345		23,795	32,095		525	std	std	std
900 Turbo SPG 16-valve 4			26,895			N.A.	std	std	std
9000S 16-valve 4 (hatchback)	24,445					695	std	std	std
9000 Turbo 16-valve 4 (hatchback)	30,795					695	std	std	std
9000-CD Turbo 16-valve 4	30,895					695	std	std	std
STERLING 827S V-6	23,300					800	std	std	std
827SL V-6	29,675					std	std	std	std
827SLi V-6 (hatchback)	29,675					std	std	std	std
827LE V-6	30,150					std	std	std	std
SUBARU Justy 4			5,866			N.A.	N.A.	250	650
Justy GL 4			7,251			*	N.A.	std	650
Justy RS 4 (4wd)			8,351			N.A.	N.A.	std	650
GL Hatchback 4			8,596			560	N.A.	std	640
DL 4	9,731		10,031		10,181	560	std	std	700
GL 4	11,521		11,821		11,971	560	std	std	700
RX Turbo 4 (4wd)			16,361			760	std	std	std
GL-10 Turbo 4	16,401				16,851	std	std	std	std
Legacy 4	11,299				11,849	750	std	325	879
Legacy L 4	12,499				13,049	750	std	std	879
Legacy L 4 (4wd)	13,699				14,249	750	std	std	879
Legacy LS 4	14,699				15,249	750	std	std	std
Legacy LS 4 (4wd)	16,499				17,049	750	std	std	std
XT GL 4		13,071				760	std	std	822
XT-6		17,111				std	std	std	std
Prices do not include suggested dealer preparation charge of $129 *—Continuously variable transmission is $540 on Justy GL									
SUZUKI Swift GTi 4			8,895			1,000	N.A.	std	*
Swift GLX 4	7,495					std	N.A.	*	*
*—Dealer installed; Suzuki does not quote a price									
TOYOTA Tercel EZ 4			6,328			N.A.	N.A.	210	N.A.
Tercel 4			6,328			N.A.	N.A.	210	735
Tercel Standard 4			7,178			470	250	210	735
Tercel Standard 4		7,338				460	250	210	735
Tercel Deluxe 4	8,538	8,398	8,298			470	250	210	735
Corolla 4	8,548					470	250	330	745
Corolla Deluxe 4	9,198					470	250	330	745
Corolla Deluxe 4					9,788	470	250	380	745
Corolla LE 4	10,418					670	250	std	745
Corolla Deluxe 4 (4wd)	10,608				11,498	770	250	330	745
Corolla SR5 4 (4wd)					13,088	N.A.	std	std	745
Corolla Sport SR5 4		10,628				670	250	330	745
Corolla Sport GT-S 4		12,728				N.A.	250	std	745
Camry 4	11,488					670	std	330	795
Camry Deluxe 4	12,328					750	std	330	795
Camry Deluxe 4					13,018	750	std	360	795
Camry Deluxe 4 (4wd)	14,108					950	std	330	795
Camry Deluxe V-6	13,638					750	std	330	795
Camry Deluxe V-6					15,078	std	std	360	795
Camry LE 4	14,658				15,[illegible]8	std	std	std	795
Camry LE 4 (4wd)	16,648					std	std	std	795
Camry LE V-6	16,428				17,218	std	std	std	std
Cressida 6	21,498					std	std	std	std
MR2 4		13,798				750	N.A.	std	795
MR2 4 (T-bar roof)		15,268				750	N.A.	std	795
MR2 4 (supercharged)		17,628				750	N.A.	std	795
Celica ST 4		11,808				670	std	std	795
Celica GT 4		13,408	13,658	18,318		670	std	std	795
Celica GT-S 4		15,388				750	std	std	960
Celica GT-S 4			15,738			N.A.	std	std	960
Celica Turbo 4 (4wd)			20,878			N.A.	std	std	960
Supra 6			22,360			750	std	std	std
Supra 6 (sport roof)			23,430			750	std	std	std
Supra Turbo 6			24,700			750	std	std	std
Supra Turbo 6 (sport roof)			25,720			750	std	std	std
The following Toyota models are U.S.-built: Corolla base, Deluxe and LE 2-wheel-drive 4-door sedans; Camry base, Deluxe and LE 2wd 4-door sedans with 4-cylinder engines									
VOLKSWAGEN Fox 4		6,890				N.A.	N.A.	430	715
Fox GL 4	7,920	7,720			8,150*	N.A.	N.A.	430	715
Fox GLS Sport 4	8,395	8,195				N.A.	N.A.	430	715
Golf 4			8,465			505	275	520	805
Golf GL 4	9,380		9,170			505	275	585	805
GTI 16V 4			13,650			N.A.	std	585	805
Jetta 4	9,910	9,690				505	280	520	805
Jetta Diesel 4	10,110					505	280	520	805
Jetta GL 4	11,120					505	std	585	805
Jetta GLI 16V 4	14,770					N.A.	std	585	805
Jetta Carat 4	15,140					505	std	std	std
Cabriolet 4				15,195		505	290	std	825
Cabriolet Bestseller 4				15,890		505	290	std	825
Cabriolet Boutique 4				16,740		505	std	std	825
*Fox Wagon is a 2-door model									
VOLVO 240-DL 4	17,250				17,740	645	std	std	std
240-GL 4	20,110				20,850	std	std	std	std
740-GL 4	20,685				21,635	645	std	std	std
740 Turbo 4	24,925				25,605	555	std	std	std
760-GLE V-6	32,155					std	std	std	std
760-GLE Turbo 4	32,940				32,940	std	std	std	std
780 V-6		37,790				std	std	std	std
780 Turbo 4		38,975				std	std	std	std
Gas-guzzler tax is $500 on 760 GLE V-6 and 780 V-6.									
YUGO GV 4			4,349			N.A.	N.A.	239	999*
GVL 4			4,599			N.A.	N.A.	379	1,099*
GVX 4			5,699			N.A.	N.A.	379	1,099*
*Air conditioning price includes AM/FM/Stereo cassette player.									

Retail prices, 1989 light trucks, domestic and import

These tables show the prices of domestic and imported light trucks, sport-utility vehicles and vans as of May 9, 1989. Prices are manufacturers' suggested retail prices. Import prices include ocean freight and U.S. import duty. None of the vehicle prices include destination charges, state and local taxes, optional equipment or any charges that may be passed on to the retail buyer. Vehicle prices are for the base vehicle with the base engine. In the equipment section, "Std." means standard equipment; "N.A." means the item is not available on the model mentioned. On some models, the standard-equipment radio is a delete option.

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	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
CHEVROLET S-10 pickup (2wd) Fleetside EL (108.3-inch w.b.)	$ 7,474	$795	*	$175	$736
Fleetside (108.3-inch w.b.)	8,585	795	*	175	736
Fleetside (117.9-inch w.b.)	8,750	795	*	175	736
Extended Cab Fleet (122.9-inch w.b.)	9,435	795	*	175	736
S-10 pickup (4wd) Fleetside (108.3-inch w.b.)	11,275	795	std	175	680
Fleetside (117.9-inch w.b.)	11,455	795	std	175	680

PRICES

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
Extended Cab Fleet (122.9-inch w.b.)	12,085	795	std.	175	680
C-K pickup (2wd) C-1500 Sport (117.5-inch w.b.)	10,553	625	std.	268	781
C-1500 Fleet (117.5-inch w.b.)	10,335	795	std.	268	781
C-1500 Fleet (131.5-inch w.b.)	10,535	625	std.	268	781
C-1500 Extended Cab Fleet (141.5-inch w.b.)	11,267	625	std.	268	781
C-1500 Extended Cab Fleet (155.5-inch w.b.)	11,467	625	std.	268	781
C-2500 Fleet (131.5-inch w.b.)	11,143	625	std.	268	781
C-2500 Extended Cab Fleet (141.5-inch w.b.)	12,298	625	std.	268	781
C-2500 Extended Cab Fleet (155.5-inch w.b.)	12,498	625	std.	268	781
C-3500 Fleet (131.5-inch w.b.	12,778	625	std.	268	781
C-3500 Extended Cab Fleet (155.5-inch w.b.)	13,813	625	std.	268	781
C-K pickup (4wd) K-1500 Sport (117.5-inch w.b.)	12,576	625	std.	268	781
K-1500 Fleet (117.5-inch w.b.)	12,365	625	std.	268	781
K-1500 Fleet (131.5-inch w.b.)	12,560	625	std.	268	781
K-1500 Extended Cab Fleet (141.5-inch w.b.)	13,491	625	std.	268	781
K-1500 Extended Cab Fleet (155.5-inch w.b.)	13,691	625	std.	268	781
K-2500 Fleet (131.5-inch w.b.)	12,754	625	std.	268	781
K-2500 Extended Cab Fleet (141.5-inch w.b.)	13,871	625	std.	268	781
K-2500 Extended Cab Fleet (155.5-inch w.b.)	14,071	625	std.	268	781
K-3500 Fleet (131.5-inch w.b.)	14,874	625	std.	268	781
K-3500 Extended Cab Fleet (155.5-inch w.b.)	15,921	625	std.	268	781
R-V pickup (2wd; 164.5-inch w.b.) R-2500 Bonus Cab	14,164	625	std.	148	781
R-2500 Crew Cab	14,664	625	std.	148	781
R-3500 Bonus Cab	14,362	625	std.	148	781
R-3500 Crew Cab	14,871	625	std.	148	781
R-V pickup (4wd) (164.5-inch w.b.) V-3500 Bonus Cab	16,948	625	std.	148	781
V-3500 Crew Cab	17,461	625	std.	148	781

*Part of an option package. Not priced separately.

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
DODGE Ram 50 pickup (2wd) Base model (105.1-inch w.b.)	7,664	684	247	273	713
Sport (105.1-inch w.b.)	9,496	549	std.	273	713
Base model (116.1-inch w.b.)	8,320	684	247	273	713
Custom (116.1-inch w.b.)	8,769	684	247	273	713
Extended Cab (116.1-inch w.b.)	8,680	684	247	273	713
Extended Cab Sport (116.1-inch w.b.)	10,407	684	std.	273	713
Ram 50 pickup (4wd) Base model (105.1-inch w.b.)	10,485	690	247	273	713
Sport (105.1-inch w.b.)	12,169	555	std.	424*	713
Base model (116.1-inch w.b.)	11,044	690	247	273	713
Extended Cab (116.1-inch w.b.)	11,620	690	247	273	713
Extended Cab Sport (116.1-inch w.b.)	13,089	690	std.	424*	713
Dakota pickup (2wd) Sweptline (111.9-inch w.b.)	9,172	N.A.	275	std.	781
Sweptline (123.9-inch w.b.)	9,338	N.A.	275	std.	781
Dakota pickup (4wd) Sweptline (111.9-inch w.b.)	12,032	795	std.	std.	781
Sweptline (123.9-inch w.b.)	12,212	795	std.	std.	781
Dakota S pickup (2wd) Sweptline (111.9-inch w.b.)	7,497	795	275	239	781
Dakota Sport pickup (2wd) Sweptline (111.9-inch w.b.)	11,293	795	std.	std.	781
Sweptline convertible (111.9-inch w.b.)	14,425	795	std.	std.	781
Dakota Sport pickup (4wd) Sweptline (111.9-inch w.b.)	13,559	795	std.	std.	781
Sweptline convertible (111.9-inch w.b.)	16,595	795	std.	std.	781
2wd pickups D-100 Sweptline (115-inch w.b.)	9,685	625	std.	239	781
D-100 Sweptline (131-inch w.b.)	9,872	625	std.	239	781
D-150 Sweptline (115-inch w.b.)	10,693	625	std.	std.	781
D-150 Sweptline (131-inch w.b.)	10,893	625	std.	std.	781
D-250 Sweptline (131-inch w.b.)	11,722	625	std.	std.	781
D-350 Sweptline (131-inch w.b.)	13,111	625	std.	std.	781
4wd pickups W-100 Sweptline (115-inch w.b.)	11,588	625	std.	239	781
W-100 Sweptline (131-inch w.b.)	11,776	625	std.	239	781
W-150 Sweptline (115-inch w.b.)	12,898	625	std.	std.	781
W-150 Sweptline (131-inch w.b.)	13,099	625	std.	std.	781
W-250 Sweptline (131-inch w.b.)	13,807	625	std.	std.	781
W-350 Sweptline (131-inch w.b.)	14,904	625	std.	std.	781

*—Ram 50 Sport radio includes cassette player.

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
FORD Ranger (2wd) S Styleside (108-inch w.b.)	7,693	896	N.A.	N.A.	671
Styleside (108-inch w.b.)	9,045	896	274	93	671
Styleside (114-inch w.b.)	9,208	896	274	93	671
Supercab Styleside (125-inch w.b.)	10,458	896	std.	93	671
Ranger (4wd) S Styleside (108-inch w.b.)	10,837	896	std.	93	671
Styleside (108-inch w.b.)	11,641	896	std.	93	671
Styleside (114-inch w.b.)	11,805	896	std.	93	671
Supercab Styleside (125-inch w.b.)	13,258	896	std.	93	671
F-150 (2wd) S Styleside (117-inch w.b.)	10,067	687	std.	N.A.	787
S Styleside (133-inch w.b.)	10,267	687	std.	N.A.	787
Styleside (117-inch w.b.)	10,516	687	std.	84	787
Styleside (133-inch w.b.)	10,716	687	std.	84	787
Supercab Styleside (139-inch w.b.)	12,027	687	std.	84	787
Supercab Styleside (155-inch w.b.)	12,227	687	std.	84	787
F-150 (4wd) Styleside (117-inch w.b.)	12,399	687	std.	84	787
Styleside (133-inch w.b.)	12,594	687	std.	84	787
Supercab Styleside (139-inch w.b.)	13,989	687	std.	84	787
Supercab Styleside (155-inch w.b.)	14,184	687	std.	84	787
F-250 — under 8,500 pounds GVW Styleside (2wd; 133-inch w.b.)	11,419	687	std.	84	787
Styleside (4wd; 133-inch w.b.)	12,928	687	std.	84	787
F-250 HD — over 8,500 pounds GVW Styleside (2wd; 133-inch w.b.)	11,843	687	std.	84	787
Styleside (4wd; 133-inch w.b.)	14,892	687	std.	84	787
Supercab Styleside (2wd; 155-inch w.b.)	14,250	687	std.	84	787
Supercab Styleside (4wd; 155-inch w.b.)	16,395	687	std.	84	787
F-350 Styleside (2wd; 133-inch w.b.; dual-rear-wheels)	13,985	687	std.	84	787
Styleside (4wd; 133-inch w.b.; single-rear-wheels)	16,172	687	std.	84	787
Crew Cab Styleside (2wd; 168-inch w.b.; single-rear-wheels)	15,841	687	std.	84	787
Crew Cab Styleside (2wd; 168-inch w.b.; dual-rear-wheels)	16,426	687	std.	84	787
Crew Cab Styleside (4wd; 168-inch w.b.; single-rear-wheels)	18,391	687	std.	84	787
Chassis Cab (2wd; 133-inch w.b.; single-rear-wheels)	11,676	687	std.	84	787
Chassis Cab (2wd; 137-inch w.b.; dual-rear-wheels)	12,376	687	std.	84	787
Chassis Cab (2wd; 161-inch w.b.; dual-rear-wheels)	12,465	687	std.	84	787
Chassis Cab (4wd; 133-inch w.b.; single-rear-wheels)	14,795	687	std.	84	787
Chassis Cab (4wd; 137-inch w.b.; dual-rear-wheels)	16,293	687	std.	84	787
Chassis Cab (4wd; 161-inch w.b.; dual-rear-wheels)	16,382	687	std.	84	787
Supercab Styleside (2wd; 155-inch w.b.; dual-rear-wheels)	15,780	687	std.	84	787
GMC S-15 pickup (2wd) Wideside Special (108.3-inch w.b.)	7,527	795	275	175	736
Wideside (108.3-inch w.b.)	8,641	795	275	175	736
Wideside (117.9-inch w.b.)	8,806	795	275	175	736
Club Coupe Wideside (122.9-inch w.b.)	9,491	795	275	175	736
S-15 pickup (4wd) Wideside (108.3-inch w.b.)	11,331	795	std.	175	680
Wideside (117.9-inch w.b.)	11,511	795	std.	175	680
Club Coupe Wideside (122.9-inch w.b.)	12,141	795	std.	175	680
Sierra pickup (2wd) C-1500 Sportside (117.5-inch w.b.)	10,613	625	std.	268	781
C-1500 Wideside (117.5-inch w.b.)	10,395	625	std.	268	781
C-1500 Wideside (131.5-inch w.b.)	10,595	625	std.	268	781
C-1500 Club Coupe Wideside (141.5-inch w.b.)	11,327	625	std.	268	781
C-1500 Club Coupe Wideside (155.5-inch w.b.)	11,527	625	std.	268	781
C-2500 Wideside (131.5-inch w.b.)	11,203	625	std.	268	781
C-2500 Club Coupe Wideside (141.5-inch w.b.)	12,358	625	std.	268	781
C-2500 Club Coupe Wideside (155.5-inch w.b.)	12,558	625	std.	268	781
C-3500 Wideside (131.5-inch w.b.)	12,778	std.	std.	268	781
C-3500 Club Coupe Wideside (155.5-inch w.b.)	13,813	std.	std.	268	781
Sierra pickup (4wd) K-1500 Sportside (117.5-inch w.b.)	12,636	625	std.	268	781
K-1500 Wideside (117.5-inch w.b.)	12,425	625	std.	268	781
K-1500 Wideside (131.5-inch w.b.)	12,620	625	std.	268	781
K-1500 Club Coupe Wideside (141.5-inch w.b.)	13,561	625	std.	268	781
K-1500 Club Coupe Wideside (155.5-inch w.b.)	13,751	625	std.	268	781
K-2500 Wideside (131.5-inch w.b.)	12,814	625	std.	268	781
K-2500 Club Coupe Wideside (141.5-inch w.b.)	13,931	625	std.	268	781
K-2500 Club Coupe Wideside (155.5-inch w.b.)	14,131	625	std.	268	781
K-3500 Wideside (131.5-inch w.b.)	14,873	std.	std.	268	781
K-3500 Club Coupe Wideside (155.5-inch w.b.)	15,920	std.	std.	268	781
RV pickup (2wd; 164.5-inch w.b.) R-2500 Bonus Cab	14,225	625	std.	148	781
R-2500 Crew Cab	14,725	625	std.	148	781
R-3500 Bonus Cab	14,361	625	std.	148	781
R-3500 Crew Cab	14,870	625	std.	148	781
RV pickup (4wd; 164.5-inch w.b.) V-3500 Bonus Cab	16,947	625	std.	148	781
V-3500 Crew Cab	17,460	625	std.	148	781
ISUZU Half-ton (2wd) S Std. bed, 2.3 liter	7,649	N.A.	250	185	665
XS Standard bed, 2.3 liter	8,159	N.A.	250	150	665
S Long bed, 2.3-liter	8,239	N.A.	250	185	665
S Std. bed, 2.6-liter	8,029	800	250	185	665
LS Std. bed, 2.6-liter	10,429	800	std.	std.	665
S Long bed, 2.6-liter	9,329	std.	250	185	665
S Spacecab, 2.6-liter	9,279	N.A.	std.	185	665
XS Spacecab, 2.6-liter	10,099	N.A.	std.	150	665
LS Spacecab, 2.6-liter	11,629	800	std.	std.	665
One-ton (2wd) S Long bed, 2.6-liter	9,479	N.A.	std.	185	665
Half-ton (4wd) S Std. bed, 2.6-liter	10,579	N.A.	std.	185	665
XS Standard bed, 2.6-liter	11,029	N.A.	std.	150	665
LS Standard bed, 2.6-liter	13,079	N.A.	std.	std.	665
LS Spacecab, 2.6-liter	14,279	N.A.	std.	std.	665
JEEP Comanche (2wd) pickup, short bed	7,757	988	290	187	820
Pickup, Long bed	8,585	685*	290	187	820
Comanche (4wd) pickup, short bed	10,727	882	290	187	820

PRICES

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
Pickup, Long bed	11,413	685	std	187	320

*—Automatic transmission on the 2wd long bed pickup is available only with the optional 4.0-liter I-6 engine

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
MAZDA B-2200 (2wd) Std. Short bed	7,799	650	275	250	725
SE-5 Short bed	8,199	600	275	250	725
LX Short bed	10,099	600	std.	250	725
Std. Long bed	8,299	N.A.	275	250	725
SE-5 Longe bed	8,699	N.A.	275	250	725
Std. Cab Plus	9,299	600	275	250	725
SE-5 Cab Plus	9,599	600	275	250	725
LX Cab Plus	11,099	600	std	250	725
B-2600i (4wd) Std. short bed	10,609	N.A.	std	250	725
SE-5 Short bed	11,109	N.A.	std.	250	725
SE-5 Cab Plus	12,849	N.A.	std.	250	725
LX Cab Plus	13,779	N.A.	std	250	725
MITSUBISHI pickup (2wd) Mighty Max, 2.0-liter	7,599	840	290	295	677
Mighty Max Macrocab, 2.6-liter	8,809	650	290	295	677
Mighty Max Sport Short bed, 2.6-liter	8,489	N.A.	290	295	677
Mighty Max Sport Long bed, 2.6-liter	9,079	N.A.	290	295	677
SPX Macrocab, 2.6-liter	10,179	N.A.	290	503*	677
One-ton (2wd) Mighty Max, 2.6-liter	8,869	N.A.	std	295	677
Pickup (4wd) Mighty Max, 2.6-liter	10,559	N.A.	std	295	677
Mighty Max Sport, 2.6-liter	11,889	N.A.	std	295	677
SPX, 2.6-liter	12,109	N.A.	std	503*	677
SPX Macrocab, 2.6-liter	13,019	N.A.	std	503*	677

*—Radio price for SPX models includes cassette player

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
NISSAN Hardbody Regular Cab (2wd) Standard	7,549	870*	315*	**	825
Hardbody Special	8,949	870*	315*	std	825
Hardbody V6	8,949	980*	std	**	825
Hardbody Special-V6	9,949	980*	std	std	825
King Cab (2wd) Standard	9,149	555*	std	**	825
Hardbody Special	10,149	555*	std	std	825
Hardbody SE-V6	12,199	980*	std	std	825
Hardbody Regular Cab (4wd) Standard	9,999	N.A.	315	**	825
Hardbody Special	11,899	N.A.	315	std	825
Hardbody V-6	11,899	1,030	std	**	825
Hardbody Special V-6	12,899	1,030	std	std	825
King Cab (4wd) Standard	11,899	N.A.	std	**	825
Hardbody Special	12,899	N.A.	std	std	825
Hardbody SE-V-6	14,249	1,030	std	std	825

*—Automatic transmission price includes power steering
**—Radio is dealer-installed. Nissan does not quote a price.
Nissan pickup trucks are built in the United States and also are imported from Japan.

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
TOYOTA pickups (2wd) short bed	7,998	N.A.	280	210	*
Deluxe short bed	8,558	830	280	210	*
Deluxe long bed	9,088	830	280	210	*
SR5 long bed	9,988	670	280	210	*
Xtracab Deluxe short bed	9,728	900	280	210	*
Xtracab SR5 short bed	10,988	680	280	210	*
Deluxe V6 long bed	10,368	850	std	210	*
Xtracab Deluxe V6 short bed	11,008	850	std	210	*
Xtracab SR5 V6 short bed	12,788	850	std.	std	*
Deluxe V6 One-ton (2wd)	11,008	850	std.	210	*
Pickups (4wd) Deluxe short bed	11,288	N.A.	280	210	*
SR5 short bed	12,218	N.A.	280	210	*
Deluxe long bed	11,898	1,180	280	210	*
Xtracab Deluxe short bed	12,538	1,180	280	210	*
Xtracab SR5 short bed	13,528	1,170	280	210	*
Deluxe V6 short bed	12,428	N.A.	std.	210	*
SR5 V6 short bed	14,248	N.A.	std.	std.	*
Deluxe V6 long bed	12,988	1,240	std	210	*
Xtracab Deluxe V6 short bed	13,628	1,240	std	210	*
Xtracab SR5 V6 short bed	15,418	1,230	std	std	*

*—Air conditioning is port-installed. Toyota does not quote a price.

Retail prices, 1989 sport-utility vehicles, domestic and import

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
CHEVROLET S-10 Blazer (100.5-inch w.b.) Tailgate (2wd)	$11,680	$795*	std	$275	$680
Tailgate (4wd)	13,255	795*	std	275	680
V Blazer (106.5-inch w.b.) Utility (4wd)	15,355	795	std	148	781
Suburban (129.5-inch w.b.) R-1500 Panel doors (2wd)	14,545	std.	std.	148	781
R-1500 Tailgate (2wd)	14,585	std.	std.	148	781
V-1500 Panel doors (4wd)	15,505	795	std.	148	781
V-1500 Tailgate (4wd)	15,545	795	std	148	781
R-2500 Panel doors (2wd)	15,184	625	std.	148	781
R-2500 Tailgate (2wd)	15,224	625	std	148	781
V-2500 Panel doors (4wd)	16,939	625	std	148	781
V-2500 Tailgate (4wd)	16,979	625	std	148	781
Geo Tracker 2-door	10,695	N.A.	N.A.	$302	695
Convertible	10,395	N.A.	N.A.	302	695
LSi 2-door	12,695	std	N.A.	302	std.

*—Only available with optional 4.3 liter V6 engine.
Note: Geo Tracker models are imported from Japan. Production in Canada will begin in summer, 1989.

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
DODGE Raider (4wd, 92.5-inch w.b.)	12,550	730	std	273	781
Ramcharger (106-inch w.b.) AD-100 (2wd)	12,785	std.	std	190	781
AD-150 (2wd)	14,927	std	std	std.	781
AW-100 (4wd)	14,043	625	std	190	781
AW-150 (4wd)	15,676	625	std	std	781
FORD Bronco II (94-inch w.b.) 4-passenger (2wd)	12,405	957	std	100	750
4-passenger (4wd)	13,915	957	std.	100	750
Bronco (105-inch w.b.) 5-passenger (4wd)	15,909	687	std	146	787
GMC Jimmy (100.5-inch w.b.) Tailgate (2wd)	11,738	795	std	275	680
Tailgate (4wd)	13,313	795	std	275	680
V Jimmy (106.5-inch w.b.) Utility (4wd)	15,415	795	std.	148	781
Suburban (2wd; 129.5-inch w.b.) R-1500 Panel doors	14,605	625	std	148	781
R-1500 Tailgate	14,645	625	std.	148	781
R-2500 Panel doors	15,244	625	std	148	781
R-2500 Tailgate	15,284	625	std.	148	781
Suburban (4wd; 129.5-inch w.b.) V-1500 Panel doors	15,565	625	std.	148	781
V-1500 Tailgate	15,605	625	std	148	781
V-2500 Panel doors	16,999	625	std	148	781
V-2500 Tailgate	17,039	625	std.	148	781
ISUZU Trooper II RS 2-door	14,899	1,000	std	std.	850
S 4-door	13,149	1,000	std.	185	850
XS 4-door	14,149	1,000	std.	std.	850
LS 4-door	15,839	1,000	std	std.	850
Amigo S (2wd)	8,999	N.A.	325	185	750
XS (2wd)	10,269	N.A.	std	185	750
S (4wd)	11,769	N.A.	std.	185	750
XS (4wd)	12,969	N.A.	std.	185	750
JEEP Wrangler S 2-door (4wd)	8,995	N.A.	294	265	N.A.
Wrangler 2-door (4wd)	11,022	497	294	167	861
Wrangler Islander 2-door (4wd)	11,721	497	294	167	861
Wrangler Sahara 2-door (4wd)	12,853	497	std	std.	861
Wrangler Laredo 2-door (4wd)	14,867	497	std.	std.	861
Cherokee 2-door wagon (2wd)	12,374	795	std.	187	820
Cherokee 4-door wagon (2wd)	13,186	795	std.	187	820
Cherokee 2-door wagon (4wd)	13,715	795	std	187	820
Cherokee 4-door wagon (4wd)	14,529	795	std.	187	820
Cherokee Limited 2-door wagon (4wd)	23,282	std.	std.	std.	std.
Cherokee Limited 4-door wagon (4wd)	24,386	std.	std.	std.	std.
Wagoneer Limited 4-door wagon (4wd)	23,455	std	std	std.	std.
Grand Wagoneer 4-door wagon (4wd)	26,639	std.	std.	std.	std.
LAFORZA 4-door wagon (4wd)	43,850	std.	std.	std.	std.
LAMBORGHINI LM002 (4wd)	126,000	N.A.	std	std	std.
MITSUBISHI Montero SP 2-door	12,299	N.A.	std	324	810
Montero SP V6 2-door	13,949	690	std	324	810
Montero Sport V6 2-door	15,399	std	std	std	810
Montero V6 4-door	17,099	690	std	std	810
Montero LS V6 4-door	18,389	std	std	std	810
NISSAN Pathfinder XE 2-door (2wd)	15,399	1,155*	std	std	825
Pathfinder XE 2-door (4wd)	17,399	1,155*	std	std	825
Pathfinder SE 2-door (4wd)	20,499	930	std	std	std.

*—Automatic transmission price includes cruise control and variable intermittent wipers.

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
RANGE ROVER 4-door wagon	36,600	std	std	std	std.

	Base Price	Automatic Trans	Power Steering	AM FM Stereo	Air Cond
County 4-door wagon	43,100	std	std	std	std
SUZUKI Samurai (2-door; 4wd) Standard soft top	8,854	N A	N A	*	*
Standard Hardtop	8,954	N A	N A	*	*
Sidekick (2-door; 4wd) Standard JA soft top (2-seat)	8,995	N A	N A	*	*
Deluxe JX soft top (2-seat)	10,995	N A	N A	std	*
Deluxe JX soft top (4-seat)	11,550	N A	N A	std	*
Deluxe JX hardtop (2-seat)	12,495	std	N A	std	*
Deluxe JX hardtop (4-seat)	13,014	std	N A	std	*
Custom JLX soft top (2-seat)	12,595	std	N A	std	*
Custom JLX soft top (4-seat)	13,294	std	N A	std	*
Custom JLX hardtop (2-seat)	13,595	std	std	std	*
Custom JLX hardtop (4-seat)	14,274	std	std	std	*

*—Dealer installed. Suzuki does not quote a price.
Note: Suzuki Sidekick models are imported from Japan and also built in Canada.

	Base Price	Automatic Trans	Power Steering	AM FM Stereo	Air Cond
TOYOTA 4Runner (4wd) Deluxe (2-passenger)	13,988	1,170	280	210	N A
Deluxe (5-passenger)	15,968	1,170	285	210	N A
Deluxe V6 (2-passenger)	15,078	1,170	std	210	N A
SR5 V6 (5-passenger)	18,428	1,120	std	std	795
SR5 (5-passenger)	17,618	1,120	std	std	795

Retail prices, 1989 vans, domestic and import

	Base Price	Automatic Trans	Power Steering	AM FM Stereo	Air Cond (Front)	Air Cond (Front and Rear)
CHEVROLET Astro Cargo van	$10,400	$735	std.	$253	$736	N A
Astro CS passenger van	11,900	610	std.	293	736	$1,320
Astro CL passenger van	12,633	610	std.	293	736	1,320
Astro LT passenger van	14,144	610	std.	293	736	1,320
Chevy van G-10 (110-inch w.b.)	11,145	315	std.	228	904	1,499
G-10 (125-inch w.b.)	11,405	315	std.	228	904	1,499
G-20 (110-inch w.b.)	11,455	315	std.	228	904	1,499
G-20 (125-inch w.b.)	11,725	315	std.	228	904	1,499
G-30 (125-inch w.b.)	12,302	std.	std.	228	904	1,499
G-30 Heavy-duty (125-inch w.b.)	13,370	std.	std.	228	904	1,499
Sport van G-10 sport van (110-inch w.b.)	12,638	485	std.	228	904	1,499
G-10 sport van (125-inch w.b.)	12,899	485	std.	228	904	1,499
G-10 Beauville (125-inch w.b.)	14,221	485	std.	228	904	1,499
G-20 Sport van (125-inch w.b.)	13,121	485	std.	228	904	1,499
G-20 Beauville (125-inch w.b.)	14,440	485	std.	228	904	1,499
G-30 Sport van (125-inch w.b.)	15,494	std.	std.	228	904	1,499
G-30 Beauville (125-inch w.b.)	16,813	std.	std.	228	904	1,499
G-30 Heavy-duty sport van (125-inch w.b.)	14,855	std.	std.	228	904	1,499
G-30 Heavy-duty Beauville (125-inch w.b.)	16,155	std.	std.	228	904	1,499
DODGE Caravan C/V (112-inch w.b.)	10,592	565	std.	std.	840	N.A.
Caravan Extended C/V (119-inch w.b.)	11,401	565	std.	std.	840	N.A.
Dodge van B-150 (109.6-inch w.b.)	11,430	310	std.	std.	951	N.A.
B-150 (127.6-inch w.b.)	12,000	std.	std.	std.	951	N.A.
B-250 (109.6-inch w.b.)	11,741	310	std.	std.	951	N.A.
B-250 (127.6-inch w.b.)	12,379	std.	std.	std.	951	N.A.
B-250 Maxivan (127.6-inch w.b.)	13,250	std	std	std	951	N.A.
B-350 (127.6-inch w.b.)	13,321	std.	std.	std.	951	N.A.
B-350 Maxivan (127.6-inch w.b.)	14,191	std.	std.	std.	951	N.A.
Long Range Ram Van B-150 (109.6-inch w.b.)	10,729	310	std	std.	951	N.A.
Long Range Ram Van B-150 (127.6-inch w.b.)	11,973	std.	std.	std.	951	N.A.
Ram Value Wagon B-150 (109.6-inch w.b.)	13,273	310	std.	std	951	N.A.
Dodge wagon B-150 (109.6-inch w.b.)	13,339	310	std	std.	N.A.	N.A.
B-150 (127.6-inch w.b.)	13,862	std	std	std	951	1,753*
B-250 (127.6-inch w.b.)	14,431	std	std	std	951	1,753*
B-250 Maxiwagon (127.6-inch w.b.)	15,573	std	std	std	951	1,753*
B-350 (127.6-inch w.b.)	15,338	std	std	std	951	1,753*
B-350 Maxiwagon (127.6-inch w.b.)	16,473	std	std	std	951	1,753*
Caravan	11,312	565	std	std	840	N.A.
Caravan SE	12,039	565	std	std	**	N.A.
Caravan LE	13,987	565	std	std	std	N.A.
Grand Caravan SE	13,161	565	std	std	**	560
Grand Caravan LE	16,462	735	std	std.	std	560

*—V-8 models only. Includes auxiliary heater.
**—Part of an option package. Not priced separately.

	Base Price	Automatic Trans	Power Steering	AM FM Stereo	Air Cond (Front)	Air Cond (Front and Rear)
FORD Aerostar wagon (standard length)	11,745	623	std.	211	846	1,422
Aerostar wagon (extended length)	12,392	623	std.	211	846	1,422
Aerostar Cargo van (standard length)	11,226	668	std.	221	876	N.A.
Aerostar Cargo van (extended length)	11,766	668	std.	221	876	N.A.
Aerostar Window van (standard length)	11,609	668	std.	221	876	N.A.
Aerostar Window van (extended length)	12,149	668	std.	221	876	N.A.
Club Wagon E-150 (138-inch w.b.)	15,241	std.	std.	146	927	1,627
E-250 (138-inch w.b.)	16,083	std.	std.	146	927	1,627
E-350 (138-inch w.b.)	17,522	std.	std.	146	927	1,627
Econoline E-150 Cargo van (124-inch w.b.)	11,443	687	std.	101	927	1,627
E-150 Cargo van (138-inch w.b.)	11,702	687	std.	101	927	1,627
E-150 Super Cargo van (138-inch w.b.)	13,291	std.	std.	101	927	1,627
E-250 Cargo van (138-inch)	12,684	std.	std.	101	927	1,627
E-250 Super Cargo van (138-inch w.b.)	13,400	std.	std.	101	927	1,627
E-350 Cargo van (138-inch w.b.)	13,489	std.	std.	101	927	1,627
E-350 Super Cargo van (138-inch w.b.)	14,607	std.	std.	101	927	1,627
GMC Safari (cargo)	10,457	735	std.	253	736	N.A.
Safari SLX (passenger)	11,957	610	std.	293	736	1,320
Safari SLE (passenger)	12,690	610	std.	293	736	1,320
Safari SLT (passenger)	14,201	610	std.	293	736	1,320
Vandura G-1500 Vandura (110-inch w.b.)	11,205	485	std.	228	904	1,499
G-1500 Vandura (125-inch w.b.)	11,465	485	std.	228	904	1,499
G-2500 Vandura (110-inch w.b.)	11,515	485	std.	228	904	1,499
G-2500 Vandura (125-inch w.b.)	11,785	485	std.	228	904	1,499
G-3500 Vandura (125-inch w.b.)	12,302	std.	std.	228	904	1,499
Rally G-1500 Rally (110-inch w.b.)	12,698	485	std.	228	904	1,499
G-1500 Rally (125-inch w.b.)	12,959	485	std.	228	904	1,499
G-1500 Rally STX (125-inch w.b.)	14,281	485	std.	228	904	1,499
G-2500 Rally (125-inch w.b.)	13,181	485	std.	228	904	1,499
G-2500 Rally STX (125-inch w.b.)	14,500	485	std.	228	904	1,499
G-3500 Rally (125-inch w.b.)	15,494	std.	std.	228	904	1,499
G-3500 Rally STX (125-inch w.b.)	16,813	std.	std.	228	904	1,499
G-3500 Heavy-duty Rally (125-inch w.b.)	14,855	std.	std.	228	904	1,499
G-3500 Heavy-duty Rally STX (125-inch w.b.)	16,155	std.	std.	228	904	1,499
MAZDA MPV 2-passenger Cargo van	11,199	700	std.	std.	849	1,497
MPV 5-passenger wagon	13,199	700	std.	std.	849	1,497
MPV 7-passenger wagon (2wd)	14,049	700	std.	std.	849	1,497
MPV 7-passenger wagon (4wd)	18,379	std.	std.	std.	849	1,497
MITSUBISHI cargo van	11,229	std.	268	453*	***	N.A.
Wagon	14,929	std.	268	511**	N.A.	1,426
LS Wagon	16,579	std.	std.	std.	N.A.	1,426

*—Radio price on cargo van includes cassette player and two speakers.
**Radio price on wagon includes cassette player and four speakers.
***Front air conditioning on cargo van is dealer installed. Mitsubishi does not quote a price.

	Base Price	Automatic Trans	Power Steering	AM FM Stereo	Air Cond (Front)	Air Cond (Front and Rear)
NISSAN Axxess XE (2wd)	13,949	750	std.	std.	*	N.A.
Axxess SE (2wd)	16,749	std	std	std.	*	N.A.
Axxess XE (4wd)	15,749	750	std.	std.	*	N.A.
Axxess SE (4wd)	18,749	std.	std.	std.	*	N.A.

*—Part of an option package. Not priced separately.

	Base Price	Automatic Trans	Power Steering	AM FM Stereo	Air Cond (Front)	Air Cond (Front and Rear)
PLYMOUTH Voyager	11,312	565	std.	std.	840	N.A.
Voyager SE	12,039	565	std.	std.	*	N.A.
Voyager LE	13,987	565	std.	std.	std.	N.A.
Grand Voyager SE	13,161	565	std.	std.	*	560
Grand Voyager LE	16,462	735	std.	std.	std.	560

*—Part of option package; not priced separately.

	Base Price	Automatic Trans	Power Steering	AM FM Stereo	Air Cond (Front)	Air Cond (Front and Rear)
TOYOTA cargo van-Window	11,058	670	360*	**	**	**
Cargo van-Panel	10,758	670	360*	**	**	**
Cargo van-Panel (4wd)	14,018	std	std	**	**	**
Deluxe passenger van	13,608	670	275	360	N.A	1,420
LE passenger van	15,538	670	275	std	N.A	1,420
Deluxe passenger van (4wd)	16,068	780	std	360	N.A	1,420
LE passenger van (4wd)	18,448	std	std	std	N.A	1,420

*—Power steering price includes tilt steering wheel.
**—Port installed. Toyota does not quote a price.

OPTIONS/EQUIPMENT

Car buyers continued to show strong interest in most factory-installed convenience, comfort and safety options in 1988.

More than 86 percent of all cars built in the United States last year were equipped with three- or four-speed automatic transmissions. Sporty five-speed gearboxes maintained a small share of the market.

Six-cylinder engines went into nearly one-third of the cars produced. Interest in turbocharged powerplants waned somewhat in 1988 compared to the previous year.

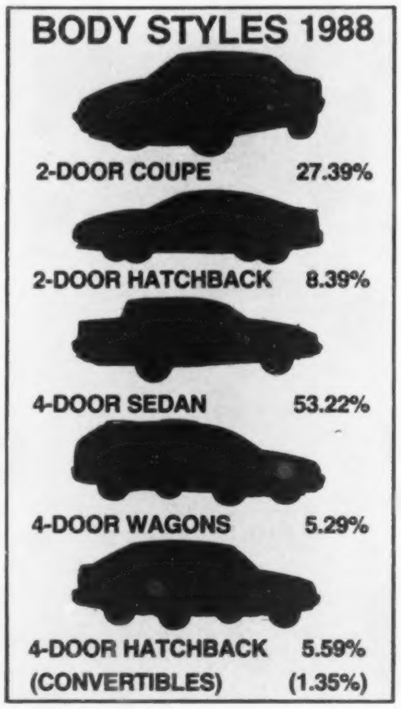
Power options were installed on the majority of cars last year. Power steering and power brakes were virtually standard equipment.

Demand varied for sophisticated factory-installed sound and entertainment systems in 1988. Most cars were equipped with stereo AM/FM radios. Almost half of the domestic cars included stereo cassette players. But compact disc installations garnered less than one-half of a point of total car production.

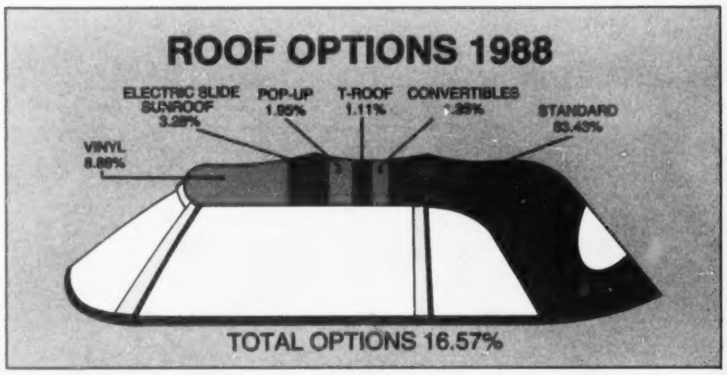
Interest in anti-lock braking systems, and expanded availability of air bags as optional or standard equipment, added to the popularity of automotive safety features last year.

Also gaining momentum were styled wheels which were installed on more than 29 percent of domestic cars.

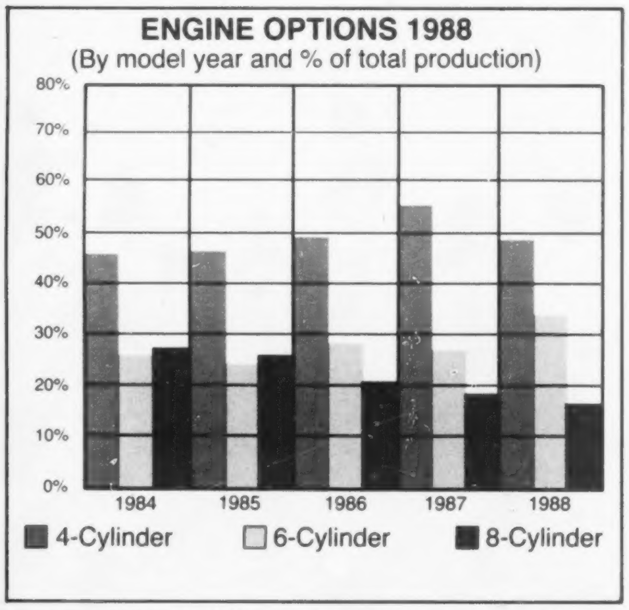
This year for the first time the Automotive News Market Data Book features option statistics on imported cars. Installation figures for imports begin on page 94.



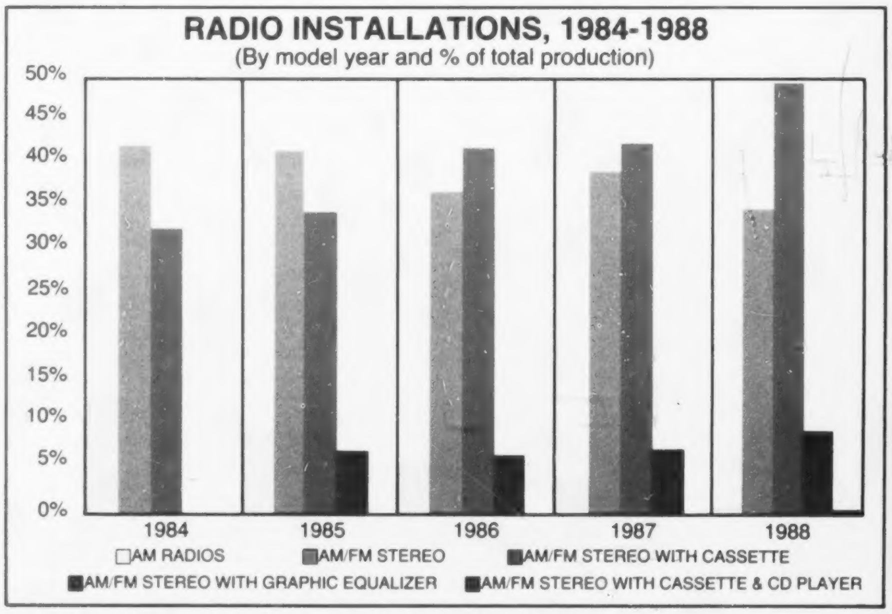
See table on page 85.



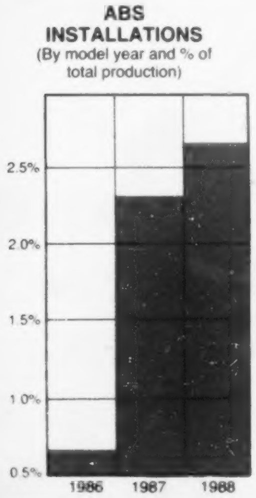
Vinyl roof installations shrank over two points in 1988. Electrical-slide sunroofs gained almost two points of total production. Factory-installed convertible roofs were more popular and accounted for more than a point of total domestic car output in 1988. See table on page 90.



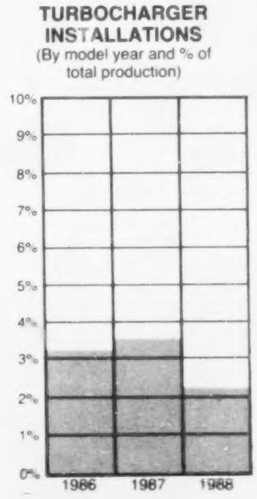
Power was on the rise in 1988. Four-cylinder engines were the choice in nearly half of the cars built in the U.S. last year; sixes were installed in over a third of the cars produced. See table on page 82.



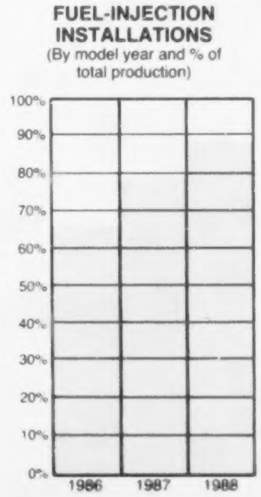
Most U.S.-built cars were equipped with stereo sound in 1988. Nearly half had factory AM/FM stereo radio and cassette decks. See table on page 86.



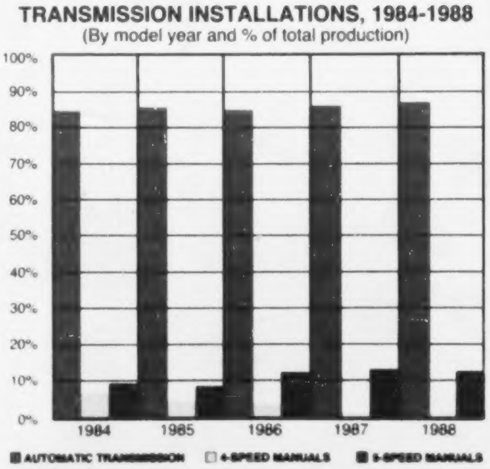
Anti-lock braking system installations rose in 1988. See table on page 89.



Turbocharger installations fell almost a point in 1988. See table on page 89.



Nearly 90 percent of domestic cars were fuel-injected. See table on page 82.



Automatic transmissions were installed in the majority of cars produced in the U.S. in 1988. See table on page 83.

OPTIONS/EQUIPMENT

Engine options on 1988 U.S. models

Note All numbers are based on 1988 model year production

	V-8 Gasoline	Percent of Output	6-Cylinder Gasoline	Percent of Output	4-Cylinder Gasoline	Percent of Output	Multi-Valve Engine	Percent of Output	Turbo-charging	Percent of Output	Throttle Body Fuel Injection	Percent of Output	Port Fuel Injection	Percent of Output
CHRYSLER MOTORS	**81,171**	**7.14**	**145,512**	**12.81**	**909,439**	**80.05**	**0**	**0.00**	**113,920**	**10.03**	**719,922**	**63.37**	**259,331**	**22.83**
Plymouth Total	11,434	3.27	0	0.00	338,707	96.73	0	0.00	9,046	2.58	329,762	94.18	8,945	2.55
Horizon	0	0.00	0	0.00	66,997	100.00	0	0.00	0	0.00	66,997	100.00	0	0.00
Sundance	0	0.00	0	0.00	101,441	100.00	0	0.00	7,304	7.20	94,239	92.90	7,202	7.10
Reliant	0	0.00	0	0.00	148,209	100.00	0	0.00	0	0.00	148,209	100.00	0	0.00
Caravelle	0	0.00	0	0.00	22,060	100.00	0	0.00	1,743	7.90	20,317	92.10	1,743	7.90
Gran Fury	11,434	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Chrysler Total	49,029	17.25	82,616	29.07	152,575	53.68	0	0.00	67,693	23.82	84,882	29.86	150,309	52.88
LeBaron K	0	0.00	0	0.00	29,091	100.00	0	0.00	4,975	17.10	24,116	82.90	4,975	17.10
LeBaron J	0	0.00	0	0.00	94,473	100.00	0	0.00	45,914	48.60	48[illegible]59	51.40	45,914	48.60
LeBaron GTS	0	0.00	0	0.00	19,406	100.00	0	0.00	7,200	37.10	12,206	62.90	7,200	37.10
New Yorker E	0	0.00	0	0.00	9,605	100.00	0	0.00	9,605	100.00	0	0.00	9,605	100.00
New Yorker C	0	0.00	82,616	100.00	0	0.00	0	0.00	0	0.00	0	0.00	82,616	100.00
Fifth Avenue	49,029	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Dodge Total	20,708	4.13	62,896	12.54	418,157	83.34	0	0.00	37,181	7.41	305,278	60.84	100,077	19.95
Daytona	0	0.00	0	0.00	74,852	100.00	0	0.00	19,836	26.50	55,016	73.50	19,836	26.50
Omni	0	0.00	0	0.00	64,740	100.00	0	0.00	0	0.00	64,740	100.00	0	0.00
Shadow	0	0.00	0	0.00	106,619	100.00	0	0.00	12,048	11.30	94,571	88.70	12,048	11.30
Aries	0	0.00	0	0.00	131,649	100.00	0	0.00	0	0.00	55,951	42.50	0	0.00
Dodge 600	0	0.00	0	0.00	21,221	100.00	0	0.00	1,549	7.30	19,672	92.70	1,549	7.30
Dynasty	0	0.00	62,896	92.30	5,247	7.70	0	0.00	0	0.00	5,247	7.70	62,896	92.30
Lancer	0	0.00	0	0.00	13,829	100.00	0	0.00	3,748	27.10	10,081	72.90	3,748	27.10
Diplomat	20,708	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
FORD MOTOR CO.	**668,297**	**26.76**	**657,077**	**26.31**	**1,172,382**	**46.94**	**0**	**0.00**	**47,117**	**1.89**	**0**	**0.00**	**2,497,783**	**100.00**
Ford Division	270,084	16.35	413,117	25.01	968,763	58.64	0	0.00	47,117	2.85	0	0.00	1,651,991	100.00
Escort	0	0.00	0	0.00	422,035	100.00	0	0.00	0	0.00	0	0.00	422,035	100.00
Mustang	103,078	48.80	0	0.00	108,147	51.20	0	0.00	0	0.00	0	0.00	211,225	100.00
Probe	0	0.00	0	0.00	45,460	100.00	0	0.00	9,865	21.70	0	0.00	45,460	100.00
Tempo	0	0.00	0	0.00	313,262	100.00	0	0.00	0	0.00	0	0.00	313,262	100.00
Crown Victoria	125,189	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	125,189	100.00
Taurus	0	0.00	344,944	89.00	42,606	10.99	0	0.00	0	0.00	0	0.00	387,577	100.00
Thunderbird	41,817	28.40	68,174	46.30	37,252	25.30	0	0.00	37,252	25.30	0	0.00	147,243	100.00
L-M Division	398,213	47.08	243,960	28.84	203,619	24.07	0	0.00	0	0.00	0	0.00	845,792	100.00
Mercury Total	158,841	28.11	202,673	35.86	203,619	36.03	0	0.00	0	0.00	0	0.00	565,133	100.00
Tracer/Lynx	0	0.00	0	0.00	91,733	100.00	0	0.00	0	0.00	0	0.00	91,733	100.00
Topaz	0	0.00	0	0.00	111,886	100.00	0	0.00	0	0.00	0	0.00	111,886	100.00
Grand Marquis	121,067	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	121,067	100.00
Cougar	37,774	31.70	81,388	68.30	0	0.00	0	0.00	0	0.00	0	0.00	119,162	100.00
Sable	0	0.00	121,285	100.00	0	0.00	0	0.00	0	0.00	0	0.00	121,285	100.00
Lincoln Total	239,372	85.29	41,287	14.71	0	0.00	0	0.00	0	0.00	0	0.00	280,659	100.00
Continental	0	0.00	41,287	100.00	0	0.00	0	0.00	0	0.00	0	0.00	41,287	100.00
Lincoln	201,113	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	201,113	100.00
Mark VII	38,259	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	38,259	100.00
GENERAL MOTORS	**611,803**	**15.94**	**1,961,255**	**51.10**	**1,267,351**	**33.02**	**62,154**	**1.62**	**18,846**	**0.49**	**1,352,939**	**35.25**	**2,029,177**	**52.87**
Buick Total	9,659	1.67	469,568	81.22	100,904	17.45	0	0.00	0	0.00	89,573	15.49	478,902	82.84
Skyhawk	0	0.00	0	0.00	29,134	100.00	0	0.00	0	0.00	29,134	100.00	0	0.00
Century	0	0.00	81,651	72.09	31,604	27.90	0	0.00	0	0.00	31,599	27.90	81,659	72.10
Regal (fwd)	0	0.00	130,001	100.00	0	0.00	0	0.00	0	0.00	0	0.00	130,001	100.00
Somerset/Skylark	0	0.00	16,626	30.34	40,166	73.31	0	0.00	0	0.00	28,840	52.64	25,952	47.36
LeSabre (fwd)	0	0.00	136,044	100.00	0	0.00	0	0.00	0	0.00	0	0.00	136,044	100.00
LeSabre (rwd)	9,659	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Electra (fwd)	0	0.00	91,913	100.00	0	0.00	0	0.00	0	0.00	0	0.00	91,913	100.00
Reatta	0	0.00	4,708	100.00	0	0.00	0	0.00	0	0.00	0	0.00	4,708	100.00
Riviera	0	0.00	8,625	100.00	0	0.00	0	0.00	0	0.00	0	0.00	8,625	100.00
Cadillac Total	264,390	97.62	6,454	2.38	0	0.00	0	0.00	0	0.00	56,178	20.74	161,536	59.64
Cimarron	0	0.00	6,454	100.00	0	0.00	0	0.00	0	0.00	0	0.00	6,454	100.00
Allante	2,569	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	2,569	100.00
Brougham (rwd)	53,130	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
DeVille (fwd)	152,513	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	152,513	100.00
Eldorado	33,210	100.00	0	0.00	0	0.00	0	0.00	0	0.00	33,210	100.00	0	0.00
Seville	22,968	100.00	0	0.00	0	0.00	0	0.00	0	0.00	22,968	100.00	0	0.00
Chevrolet Total	263,072	17.70	644,631	43.38	578,277	38.92	0	0.00	0	0.00	0	0.00	1,237,038	83.25
Camaro	53,455	55.52	42,820	44.48	0	0.00	0	0.00	0	0.00	0	0.00	42,842	44.50
Cavalier	0	0.00	71,076	22.01	251,863	77.99	0	0.00	0	0.00	0	0.00	322,939	100.00
Celebrity	0	0.00	157,164	60.81	101,292	39.19	0	0.00	0	0.00	0	0.00	258,456	100.00
Corsica	0	0.00	146,737	50.40	144,426	49.60	0	0.00	0	0.00	0	0.00	291,163	100.00
Beretta	0	0.00	194,402	70.67	80,696	29.33	0	0.00	0	0.00	0	0.00	275,098	100.00
Monte Carlo	16,204	53.70	13,970	46.30	0	0.00	0	0.00	0	0.00	0	0.00	5,220	17.30
Caprice	170,624	90.24	18,462	9.76	0	0.00	0	0.00	0	0.00	0	0.00	18,530	9.80
Corvette	22,789	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	22,789	100.00
Oldsmobile Total	27,444	3.59	549,613	71.93	187,074	24.48	3,254	0.43	0	0.00	656,645	85.93	68,691	8.99
Firenza	0	0.00	0	0.00	12,260	100.00	0	0.00	0	0.00	12,260	100.00	0	0.00
Calais	0	0.00	11,936	10.82	98,340	89.18	3,254	2.95	0	0.00	41,582	37.71	68,691	62.29
Cutlass Ciera	0	0.00	174,262	69.50	76,474	30.50	0	0.00	0	0.00	250,736	100.00	0	0.00
Cutlass Supreme (fwd)	0	0.00	94,723	100.00	0	0.00	0	0.00	0	0.00	94,723	100.00	0	0.00
Cutlass Supreme	16,330	59.00	11,348	41.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
88 (fwd)	0	0.00	160,913	100.00	0	0.00	0	0.00	0	0.00	160,913	100.00	0	0.00
88 (rwd)	11,114	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Olds 98	0	0.00	79,935	100.00	0	0.00	0	0.00	0	0.00	79,935	100.00	0	0.00
Toronado	0	0.00	16,496	100.00	0	0.00	0	0.00	0	0.00	16,496	100.00	0	0.00
Pontiac Total	47,237	6.39	290,990	39.36	401,096	54.25	58,900	7.97	18,846	2.55	550,543	74.47	83,010	11.23
Fiero	0	0.00	12,079	45.75	14,323	54.25	0	0.00	0	0.00	26,402	100.00	0	0.00
Firebird	40,840	65.38	21,627	34.62	0	0.00	0	0.00	0	0.00	19,998	32.01	20,842	33.37
Sunbird	0	0.00	0	0.00	93,694	100.00	0	0.00	6,689	7.14	87,005	92.86	0	0.00
Grand Am	0	0.00	0	0.00	235,371	100.00	58,900	25.02	12,157	5.17	164,314	69.81	0	0.00
Grand Prix	0	0.00	86,357	100.00	0	0.00	0	0.00	0	0.00	86,357	100.00	0	0.00
Pontiac 6000	0	0.00	62,347	51.93	57,708	48.07	0	0.00	0	0.00	57,887	48.22	62,168	51.78
Bonneville	0	0.00	108,580	100.00	0	0.00	0	0.00	0	0.00	108,580	100.00	0	0.00
Safari/Parisienne	6,397	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
HONDA	**0**	**0.00**	**0**	**0.00**	**364,000**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**188,472**	**51.78**
Civic	0	0.00	0	0.00	89,738	100.00	0	0.00	0	0.00	0	0.00	89,738	100.00
Accord	0	0.00	0	0.00	274,262	100.00	0	0.00	0	0.00	0	0.00	98,734	36.00
MAZDA	**0**	**0.00**	**0**	**0.00**	**60,156**	**100.00**	**0**	**0.00**	**18,104**	**30.09**	**0**	**0.00**	**0**	**0.00**
NISSAN	**0**	**0.00**	**0**	**0.00**	**91,281**	**100.00**	**0**	**0.00**	**0**	**0.00**	**91,281**	**100.00**	**0**	**0.00**
NUMMI	**0**	**0.00**	**0**	**0.00**	**112,034**	**100.00**	**2,811**	**2.51**	**0**	**0.00**	**0**	**0.00**	**2,811**	**2.51**
Corolla	0	0.00	0	0.00	40,918	100.00	592	1.45	0	0.00	0	0.00	592	1.45
Nova	0	0.00	0	0.00	71,116	100.00	2,219	3.12	0	0.00	0	0.00	2,219	3.12
VOLKSWAGEN	**0**	**0.00**	**0**	**0.00**	**39,647**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**39,647**	**100.00**
Golf GTI	0	0.00	0	0.00	25,697	100.00	0	0.00	0	0.00	0	0.00	25,697	100.00
Jetta	0	0.00	0	0.00	13,950	100.00	0	0.00	0	0.00	0	0.00	13,950	100.00
Total Cars, U.S.	**1,361,271**	**15.72**	**2,763,844**	**33.96**	**4,016,291**	**49.32**	**64,965**	**0.80**	**179,883**	**2.21**	**2,164,142**	**26.59**	**5,017,221**	**61.64**

OPTIONS/EQUIPMENT

Transmission options on 1988 U.S. models

	3-Speed Automatic	Percent of Output	4-Speed Automatic	Percent of Output	4-Speed Manual	Percent of Output	5-Speed Manual	Percent of Output	Four Wheel Drive	Percent of Output	Limited Slip Differential	Percent of Output
CHRYSLER MOTORS	**1,037,486**	**91.32**	**0**	**0.00**	**0**	**0.00**	**107,812**	**9.49**	**0**	**0.00**	**0**	**0.00**
Plymouth Total	316,681	90.44	0	0.00	0	0.00	32,571	9.30	0	0.00	0	0.00
Horizon	49,712	74.20	0	0.00	0	0.00	17,285	25.80	0	0.00	0	0.00
Sundance	89,268	88.00	0	0.00	0	0.00	12,173	12.00	0	0.00	0	0.00
Reliant	144,207	97.30	0	0.00	0	0.00	3,112	2.10	0	0.00	0	0.00
Caravelle	22,060	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Gran Fury	11,434	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Chrysler Total	276,709	97.36	0	0.00	0	0.00	7,511	2.64	0	0.00	0	0.00
LeBaron K	29,091	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
LeBaron J	88,049	93.20	0	0.00	0	0.00	6,424	6.80	0	0.00	0	0.00
LeBaron GTS	18,319	94.40	0	0.00	0	0.00	1,087	5.60	0	0.00	0	0.00
New Yorker E	9,605	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
New Yorker C	82,616	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Fifth Avenue	49,029	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Dodge Total	444,096	88.51	0	0.00	0	0.00	67,730	13.50	0	0.00	0	0.00
Daytona	46,109	61.60	0	0.00	0	0.00	28,743	38.40	0	0.00	0	0.00
Omni	46,483	71.80	0	0.00	0	0.00	18,257	28.20	0	0.00	0	0.00
Shadow	99,582	93.40	0	0.00	0	0.00	17,379	16.30	0	0.00	0	0.00
Aries	129,279	98.20	0	0.00	0	0.00	2,370	1.80	0	0.00	0	0.00
Dodge 600	21,221	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Dynasty	68,143	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Lancer	12,571	90.90	0	0.00	0	0.00	982	7.10	0	0.00	0	0.00
Diplomat	20,708	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
FORD MOTOR CO.	**661,697**	**26.49**	**1,392,106**	**55.73**	**59,515**	**2.38**	**384,530**	**15.39**	**17,949**	**0.72**	**211,144**	**8.45**
Ford Division	498,653	30.18	749,933	45.40	59,515	3.60	343,955	20.82	14,260	0.86	134,994	8.17
Escort	226,211	53.60	0	0.00	59,515	14.10	136,375	32.31	0	0.00	0	0.00
Mustang	0	0.00	92,154	43.63	0	0.00	119,071	56.37	0	0.00	103,135	48.83
Probe	0	0.00	22,109	48.63	0	0.00	23,351	51.37	0	0.00	0	0.00
Tempo	272,443	86.97	0	0.00	0	0.00	40,819	13.03	14,260	4.55	0	0.00
Crown Victoria	0	0.00	125,189	100.00	0	0.00	0	0.00	0	0.00	15,470	12.36
Taurus	0	0.00	385,933	99.58	0	0.00	1,644	0.42	0	0.00	0	0.00
Thunderbird	0	0.00	124,548	84.59	0	0.00	22,695	15.41	0	0.00	16,389	11.13
L-M Division	163,044	19.28	642,173	75.93	0	0.00	40,575	4.80	3,689	0.44	76,150	9.00
Mercury Total	163,044	28.85	361,514	63.97	0	0.00	40,575	7.18	3,689	0.65	32,763	5.80
Tracer/Lynx	66,030	71.98	0	0.00	0	0.00	25,703	28.02	0	0.00	0	0.00
Topaz	97,014	86.71	0	0.00	0	0.00	14,872	13.29	3,689	3.30	0	0.00
Grand Marquis	0	0.00	121,067	100.00	0	0.00	0	0.00	0	0.00	14,369	11.87
Cougar	0	0.00	119,162	100.00	0	0.00	0	0.00	0	0.00	18,395	15.44
Sable	0	0.00	121,285	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Lincoln Total	0	0.00	280,659	100.00	0	0.00	0	0.00	0	0.00	43,387	15.46
Continental	0	0.00	41,287	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Lincoln	0	0.00	201,113	100.00	0	0.00	0	0.00	0	0.00	23,887	11.88
Mark VII	0	0.00	38,259	100.00	0	0.00	0	0.00	0	0.00	19,500	50.97
GENERAL MOTORS	**1,496,785**	**38.99**	**2,112,730**	**55.04**	**4,282**	**0.11**	**224,649**	**5.85**	**179**	**0.00**	**47,604**	**1.24**
Buick Total	153,801	26.60	422,835	73.14	0	0.00	1,498	0.26	0	0.00	0	0.00
Skyhawk	27,636	94.86	0	0.00	0	0.00	1,498	5.14	0	0.00	0	0.00
Century	71,373	63.02	41,885	36.98	0	0.00	0	0.00	0	0.00	0	0.00
Regal (fwd)	0	0.00	130,001	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Somerset/Skylark	54,792	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
LeSabre (fwd)	0	0.00	136,044	100.00	0	0.00	0	0.00	0	0.00	0	0.00
LeSabre (rwd)	0	0.00	9,659	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Electra (fwd)	0	0.00	91,913	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Reatta	0	0.00	4,708	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Riviera	0	0.00	8,625	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Cadillac Total	6,309	2.33	264,390	97.62	0	0.00	145	0.05	0	0.00	0	0.00
Cimarron	6,309	97.75	0	0.00	0	0.00	145	2.25	0	0.00	0	0.00
Allante	0	0.00	2,569	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Brougham (rwd)	0	0.00	53,130	100.00	0	0.00	0	0.00	0	0.00	0	0.00
DeVille (fwd)	0	0.00	152,513	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Eldorado	0	0.00	33,210	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Seville	0	0.00	22,968	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Chevrolet Total	699,022	47.04	636,612	42.84	4,282	0.29	146,098	9.83	0	0.00	22,789	1.53
Camaro	0	0.00	77,213	80.20	0	0.00	19,096	19.83	0	0.00	0	0.00
Cavalier	274,806	85.10	0	0.00	0	0.00	48,133	14.90	0	0.00	0	0.00
Celebrity	150,437	58.21	107,260	41.50	0	0.00	759	0.29	0	0.00	0	0.00
Corsica	273,779	94.03	0	0.00	0	0.00	17,384	5.97	0	0.00	0	0.00
Beretta	0	0.00	214,372	77.93	0	0.00	60,726	22.07	0	0.00	0	0.00
Monte Carlo	0	0.00	30,174	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Caprice	0	0.00	189,086	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Corvette	0	0.00	18,507	81.21	4,282	18.79	0	0.00	0	0.00	22,789	100.00
Oldsmobile Total	253,205	33.14	498,937	65.29	0	0.00	11,988	1.57	0	0.00	1,550	0.20
Firenza	11,574	94.40	0	0.00	0	0.00	686	5.60	0	0.00	0	0.00
Calais	101,721	92.24	0	0.00	0	0.00	8,555	7.76	0	0.00	0	0.00
Cutlass Ciera	139,911	55.80	110,825	44.20	0	0.00	0	0.00	0	0.00	0	0.00
Cutlass Supreme (fwd)	0	0.00	91,976	97.10	0	0.00	2,747	2.90	0	0.00	0	0.00
Cutlass Supreme	0	0.00	27,678	100.00	0	0.00	0	0.00	0	0.00	1,550	5.60
88 (fwd)	0	0.00	160,913	100.00	0	0.00	0	0.00	0	0.00	0	0.00
88 (rwd)	0	0.00	11,114	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Olds 98	0	0.00	79,935	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Toronado	0	0.00	16,496	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Pontiac Total	384,447	52.00	289,956	39.22	0	0.00	64,919	8.78	179	0.02	23,265	3.15
Fiero	12,558	47.57	0	0.00	0	0.00	13,844	52.43	0	0.00	0	0.00
Firebird	0	0.00	53,808	86.14	0	0.00	8,659	13.86	0	0.00	23,265	37.24
Sunbird	82,154	87.68	0	0.00	0	0.00	11,540	12.32	0	0.00	0	0.00
Grand Am	208,100	88.41	0	0.00	0	0.00	27,271	11.59	0	0.00	0	0.00
Grand Prix	0	0.00	83,189	96.33	0	0.00	3,168	3.67	0	0.00	0	0.00
Pontiac 6000	81,635	68.00	37,983	31.64	0	0.00	437	0.36	179	0.15	0	0.00
Bonneville	0	0.00	108,580	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Safari/Parisienne	0	0.00	6,397	100.00	0	0.00	0	0.00	0	0.00	0	0.00
HONDA	**0**	**0.00**	**208,217**	**57.20**	**0**	**0.00**	**155,783**	**42.80**	**0**	**0.00**	**364,000**	**100.00**
Civic	0	0.00	47,092	52.48	0	0.00	42,646	47.52	0	0.00	89,738	100.00
Accord	0	0.00	161,125	58.75	0	0.00	113,137	41.25	0	0.00	274,262	100.00
MAZDA	**0**	**0.00**	**34,708**	**57.70**	**0**	**0.00**	**25,448**	**42.30**	**0**	**0.00**	**0**	**0.00**
NISSAN	**0**	**0.00**	**41,613**	**45.59**	**26,491**	**29.02**	**23,177**	**25.39**	**0**	**0.00**	**0**	**0.00**
NUMMI	**77,569**	**69.24**	**1,533**	**1.37**	**0**	**0.00**	**32,932**	**29.39**	**0**	**0.00**	**0**	**0.00**
Corolla	30,503	74.55	193	0.47	0	0.00	10,222	24.98	0	0.00	0	0.00
Nova	47,066	66.18	1,340	1.88	0	0.00	22,710	31.93	0	0.00	0	0.00
VOLKSWAGEN	**14,706**	**37.09**	**0**	**0.00**	**0**	**0.00**	**24,941**	**62.91**	**0**	**0.00**	**0**	**0.00**
Golf/GTI	7,309	28.44	0	0.00	0	0.00	18,388	71.56	0	0.00	0	0.00
Jetta	7,397	53.03	0	0.00	0	0.00	6,553	46.97	0	0.00	0	0.00
Total Cars, U.S.	**3,288,243**	**40.40**	**3,790,907**	**45.50**	**90,288**	**1.10**	**979,272**	**12.00**	**18,128**	**0.22**	**622,748**	**7.85**

OPTIONS/EQUIPMENT

Convenience options on 1988 U.S. models

	Cruise Control	Percent of Output	Tilt Wheel	Percent of Output	Tilt & Telescope	Percent of Output	Air Conditioning	Percent of Output	Intermittent Windshield Wipers	Percent of Output	Rear Window Defroster	Percent of Output
CHRYSLER MOTORS	**530,220**	**46.67**	**583,263**	**51.34**	**0**	**0.00**	**1,006,672**	**88.61**	**1,136,122**	**100.00**	**1,025,448**	**90.26**
Plymouth Total	80,898	23.10	81,998	23.42	0	0.00	291,997	83.39	350,141	100.00	291,425	83.23
Horizon	0	0.00	0	0.00	0	0.00	42,945	64.10	66,997	100.00	66,997	100.00
Sundance	33,171	32.70	32,563	32.10	0	0.00	89,471	88.20	101,441	100.00	91,703	90.40
Reliant	23,565	15.90	23,417	15.80	0	0.00	126,719	85.50	148,209	100.00	101,820	68.70
Caravelle	19,303	87.50	17,317	78.50	0	0.00	21,839	99.00	22,060	100.00	20,913	94.80
Gran Fury	4,859	42.50	8,701	76.10	0	0.00	11,022	96.40	11,434	100.00	9,993	87.40
Chrysler Total	272,070	95.73	271,843	95.65	0	0.00	281,167	98.93	284,220	100.00	283,260	99.66
LeBaron K	27,695	95.20	27,636	95.00	0	0.00	28,858	99.20	29,091	100.00	28,131	96.70
LeBaron J	87,199	92.30	87,199	92.30	0	0.00	91,828	97.20	94,473	100.00	94,473	100.00
LeBaron GTS	17,388	89.60	17,252	88.90	0	0.00	19,231	99.10	19,406	100.00	19,406	100.00
New Yorker E	9,605	100.00	9,605	100.00	0	0.00	9,605	100.00	9,605	100.00	9,605	100.00
New Yorker C	82,038	99.30	81,955	99.20	0	0.00	82,616	100.00	82,616	100.00	82,616	100.00
Fifth Avenue	48,146	98.20	48,196	98.30	0	0.00	49,029	100.00	49,029	100.00	49,029	100.00
Dodge Total	177,251	35.33	229,423	45.72	0	0.00	433,508	86.40	501,761	100.00	450,763	89.84
Daytona	20,435	27.30	67,217	89.80	0	0.00	63,474	84.80	74,852	100.00	74,852	100.00
Omni	0	0.00	0	0.00	0	0.00	41,304	63.80	64,740	100.00	64,740	100.00
Shadow	30,386	28.50	30,386	28.50	0	0.00	93,398	87.60	106,619	100.00	106,619	100.00
Aries	23,170	[illegible]	23,039	17.50	0	0.00	112,560	85.50	131,649	100.00	87,020	66.10
Dodge 600	16,765	[illegible]	15,873	74.80	0	0.00	21,051	99.20	21,221	100.00	18,165	85.60
Dynasty	64,531	[illegible]	63,509	93.20	0	0.00	68,143	100.00	68,143	100.00	68,143	100.00
Lancer	11,921	86.20	11,838	85.60	0	0.00	13,635	98.60	13,829	100.00	13,829	100.00
Diplomat	10,043	48.50	17,560	84.80	0	0.00	19,942	96.30	20,708	100.00	17,395	84.00
FORD MOTOR CO.	**1,837,504**	**73.57**	**1,848,971**	**74.02**	**336,615**	**13.48**	**2,276,572**	**91.14**	**2,229,039**	**89.24**	**2,128,704**	**85.22**
Ford Division	1,105,093	66.89	1,128,206	68.29	336,615	20.38	1,464,077	88.63	1,395,997	84.50	1,294,999	78.39
Escort	130,831	31.00	137,161	32.50	0	0.00	273,479	64.80	337,628	80.00	324,545	76.90
Mustang	200,030	94.70	155,039	73.40	0	0.00	179,330	84.90	211,225	100.00	98,008	46.40
Probe	23,867	52.50	0	0.00	34,004	74.80	40,323	88.70	34,004	74.80	42,914	94.40
Tempo	139,088	44.40	277,863	88.70	302,611	96.60	313,262	100.00	214,898	68.60	214,898	68.60
Crown Victoria	102,029	81.50	105,534	84.30	0	0.00	125,189	100.00	125,189	100.00	112,795	90.10
Taurus	365,098	94.20	308,899	79.70	0	0.00	385,252	99.40	348,044	89.80	361,222	93.20
Thunderbird	144,151	97.90	143,709	97.60	0	0.00	147,243	100.00	125,009	84.90	140,617	95.50
L-M Division	732,411	86.59	720,765	85.22	0	0.00	812,494	96.06	833,042	98.49	833,704	98.57
Mercury Total	451,752	79.94	440,106	77.88	0	0.00	531,835	94.11	552,383	97.74	553,045	97.86
Tracer/Lynx	39,170	42.70	0	0.00	0	0.00	64,030	69.80	91,733	100.00	91,733	100.00
Topaz	60,195	53.80	103,606	92.60	0	0.00	106,292	95.00	111,886	100.00	107,970	96.50
Grand Marquis	119,130	98.40	118,646	98.00	0	0.00	121,067	100.00	121,067	100.00	119,009	98.30
Cougar	114,276	95.90	114,276	95.90	0	0.00	119,162	100.00	106,412	89.30	115,110	96.60
Sable	118,981	98.10	103,577	85.40	0	0.00	121,285	100.00	121,285	100.00	119,223	98.30
Lincoln Total	280,659	100.00	280,659	100.00	0	0.00	280,659	100.00	280,659	100.00	280,659	100.00
Continental	41,287	100.00	41,287	100.00	0	0.00	41,287	100.00	41,287	100.00	41,287	100.00
Lincoln	201,113	100.00	201,113	100.00	0	0.00	201,113	100.00	201,113	100.00	201,113	100.00
Mark VII	38,259	100.00	38,259	100.00	0	0.00	38,259	100.00	38,259	100.00	38,259	100.00
GENERAL MOTORS	**2,810,327**	**73.22**	**3,033,291**	**79.02**	**25,358**	**0.66**	**3,666,718**	**95.53**	**2,843,884**	**74.09**	**2,747,121**	**71.57**
Buick Total	540,355	93.47	562,641	97.32	0	0.00	572,596	99.04	534,582	92.47	436,619	75.52
Skyhawk	27,036	92.80	27,124	93.10	0	0.00	26,978	92.60	27,036	92.80	23,948	82.20
Century	99,667	88.00	107,029	94.50	0	0.00	111,786	98.70	95,816	84.60	82,339	72.70
Regal (fwd)	119,861	92.20	127,401	98.00	0	0.00	129,351	99.50	116,611	89.70	94,251	72.50
Somerset/Skylark	45,258	82.60	52,381	95.60	0	0.00	53,532	97.70	46,518	84.90	34,848	63.60
LeSabre (fwd)	134,139	98.60	134,139	98.60	0	0.00	136,044	100.00	134,139	98.60	96,727	71.10
LeSabre (rwd)	9,331	96.60	9,504	98.40	0	0.00	9,659	100.00	9,398	97.30	8,085	83.70
Electra (fwd)	91,729	99.80	91,729	99.80	0	0.00	91,913	100.00	91,729	99.80	83,089	90.40
Reatta	4,708	100.00	4,708	100.00	0	0.00	4,708	100.00	4,708	100.00	4,708	100.00
Riviera	8,625	100.00	8,625	100.00	0	0.00	8,625	100.00	8,625	100.00	8,625	100.00
Cadillac Total	269,128	99.37	268,275	99.05	2,569	0.95	270,844	100.00	269,128	99.37	224,316	82.82
Cimarron	6,454	100.00	6,454	100.00	0	0.00	6,454	100.00	6,454	100.00	6,454	100.00
Allante	2,569	100.00	0	0.00	2,569	100.00	2,569	100.00	2,569	100.00	2,569	100.00
Brougham (rwd)	51,414	96.77	53,130	100.00	0	0.00	53,130	100.00	51,414	96.77	43,970	82.76
DeVille (fwd)	152,513	100.00	152,513	100.00	0	0.00	152,513	100.00	152,513	100.00	121,702	79.80
Eldorado	33,210	100.00	33,210	100.00	0	0.00	33,210	100.00	33,210	100.00	28,401	85.52
Seville	22,968	100.00	22,968	100.00	0	0.00	22,968	100.00	22,968	100.00	21,220	92.39
Chevrolet Total	859,690	57.85	914,268	61.53	22,789	1.53	1,349,275	90.80	877,973	59.08	987,822	66.48
Camaro	56,706	58.90	59,402	61.70	0	0.00	88,477	91.90	59,402	61.70	52,951	55.00
Cavalier	99,142	30.70	120,779	37.40	0	0.00	259,966	80.50	117,873	36.50	214,754	66.50
Celebrity	184,538	71.40	178,852	69.20	0	0.00	251,478	97.30	177,818	68.80	188,673	73.00
Corsica	158,393	54.40	184,306	63.30	0	0.00	271,946	93.40	157,228	54.00	183,142	62.90
Beretta	172,211	62.60	188,992	68.70	0	0.00	258,592	94.00	171,386	62.30	173,862	63.20
Monte Carlo	25,799	85.50	26,131	86.60	0	0.00	29,148	96.60	26,070	86.40	22,510	74.60
Caprice	140,113	74.10	155,807	82.40	0	0.00	186,250	98.50	145,407	76.90	137,276	72.60
Corvette	22,789	100.00	0	0.00	22,789	100.00	3,418	15.00	22,789	100.00	14,653	64.30
Oldsmobile Total	646,317	84.58	665,814	87.13	0	0.00	749,554	98.09	632,601	82.79	599,725	78.48
Firenza	6,216	50.70	6,234	50.85	0	0.00	11,208	91.42	6,225	50.78	7,226	58.94
Calais	91,750	83.20	100,308	90.96	0	0.00	106,059	96.18	86,776	78.69	73,129	66.31
Cutlass Ciera	228,671	91.20	231,680	92.40	0	0.00	249,733	99.60	217,388	86.70	193,067	77.00
Cutlass Supreme (fwd)	89,987	95.00	92,260	97.40	0	0.00	94,249	99.50	87,903	92.80	80,136	84.60
Cutlass Supreme	23,914	86.40	25,879	93.50	0	0.00	26,986	97.50	24,855	89.80	19,375	70.00
88 (fwd)	152,033	94.48	155,105	96.39	0	0.00	160,913	100.00	155,105	96.39	130,894	81.34
88 (rwd)	10,893	98.01	10,893	98.01	0	0.00	11,114	100.00	10,893	98.01	10,104	90.91
Olds 98	26,357	32.97	26,959	33.73	0	0.00	72,796	91.07	26,960	33.73	69,299	86.69
Toronado	16,496	100.00	16,496	100.00	0	0.00	16,496	100.00	16,496	100.00	16,496	100.00
Pontiac Total	494,838	66.93	622,293	84.17	0	0.00	724,450	97.99	529,601	71.63	498,639	67.45
Fiero	13,095	49.60	18,640	70.60	0	0.00	23,585	89.33	18,640	70.60	6,249	23.67
Firebird	42,796	68.51	59,181	94.74	0	0.00	61,061	97.75	59,181	94.74	43,315	69.34
Sunbird	29,073	31.03	58,287	62.21	0	0.00	88,063	93.99	57,744	61.63	71,254	76.05
Grand Am	154,780	65.76	215,741	91.66	0	0.00	231,181	98.22	150,025	63.74	128,866	54.75
Grand Prix	77,039	89.21	85,770	99.32	0	0.00	86,115	99.72	74,906	86.74	64,578	74.78
Pontiac 6000	100,150	83.42	102,851	85.67	0	0.00	119,467	99.51	87,208	72.64	90,882	75.70
Bonneville	71,891	66.21	75,930	69.93	0	0.00	108,580	100.00	75,930	69.93	88,286	81.31
Safari/Parisienne	6,013	94.00	5,893	92.12	0	0.00	6,397	100.00	5,966	93.27	5,209	81.43
HONDA	**274,262**	**75.35**	**364,000**	**100.00**	**0**	**0.00**	**208,439**	**57.26**	**40,382**	**11.09**	**364,000**	**100.00**
Civic	0	0.00	89,738	100.00	0	0.00	0	0.00	40,382	45.00	89,738	100.00
Accord	274,262	100.00	274,262	100.00	0	0.00	208,439	76.00	0	0.00	274,262	100.00
MAZDA	**31,281**	**52.00**	**60,156**	**100.00**	**0**	**0.00**	**50,531**	**84.00**	**60,156**	**100.00**	**60,156**	**100.00**
NISSAN	**0**	**0.00**	**64,262**	**70.40**	**0**	**0.00**	**19,352**	**21.20**	**63,440**	**69.50**	**91,281**	**100.00**
NUMMI	**5,128**	**4.58**	**313**	**0.28**	**0**	**0.00**	**75,535**	**67.42**	**592**	**0.53**	**71,116**	**63.48**
Corolla	131	0.32	313	0.77	0	0.00	22,554	55.12	592	1.45	0	0.00
Nova	4,998	7.03	0	0.00	0	0.00	52,981	74.50	0	0.00	71,116	100.00
VOLKSWAGEN	**7,141**	**18.01**	**0**	**0.00**	**0**	**0.00**	**33,218**	**83.78**	**39,647**	**100.00**	**39,647**	**100.00**
Golf/GTI	3,518	13.69	0	0.00	0	0.00	20,202	78.62	25,697	100.00	25,697	100.00
Jetta	3,623	25.97	0	0.00	0	0.00	13,016	93.30	13,950	100.00	13,950	100.00
Total Cars, U.S.	**5,495,864**	**67.52**	**5,954,257**	**73.15**	**361,973**	**4.45**	**7,337,037**	**90.14**	**6,353,106**	**78.05**	**6,467,318**	**79.46**

OPTIONS/EQUIPMENT

Body types and convertible roofs on 1988 U.S. models

	2-Door Coupe	Percent of Output	2-Door Hatchback	Percent of Output	4-Door Sedan	Percent of Output	4-Door Wagon	Percent of Output	4-Door Hatchback	Percent of Output	Convertible Roofs	Percent of Output
CHRYSLER MOTORS	**102,240**	**9.00**	**167,012**	**14.70**	**525,901**	**46.29**	**50,018**	**4.40**	**290,950**	**25.61**	**41,568**	**3.66**
Plymouth Total	0	0.00	50,046	14.29	146,577	41.86	25,047	7.15	128,470	36.69	0	0.00
Horizon	0	0.00	0	0.00	0	0.00	0	0.00	66,997	100.00	0	0.00
Sundance	0	0.00	39,968	39.40	0	0.00	0	0.00	61,473	60.60	0	0.00
Reliant	0	0.00	10,078	6.80	113,083	76.30	25,047	16.90	0	0.00	0	0.00
Caravelle	0	0.00	0	0.00	22,060	100.00	0	0.00	0	0.00	0	0.00
Gran Fury	0	0.00	0	0.00	11,434	100.00	0	0.00	0	0.00	0	0.00
Chrysler Total	94,473	33.24	0	0.00	168,014	59.11	2,327	0.82	19,406	6.83	41,568	14.63
LeBaron K	0	0.00	0	0.00	26,764	92.00	2,327	8.00	0	0.00	0	0.00
LeBaron J	94,473	100.00	0	0.00	0	0.00	0	0.00	0	0.00	41,568	44.00
LeBaron GTS	0	0.00	0	0.00	0	0.00	0	0.00	19,406	100.00	0	0.00
N. Yorker E-Class	0	0.00	0	0.00	9,605	100.00	0	0.00	0	0.00	0	0.00
N. Yorker C-Class	0	0.00	0	0.00	82,616	100.00	0	0.00	0	0.00	0	0.00
Fifth Avenue	0	0.00	0	0.00	49,029	100.00	0	0.00	0	0.00	0	0.00
Dodge Total	7,767	1.55	116,967	23.31	211,310	42.11	22,644	4.51	143,073	28.51	0	0.00
Daytona	0	0.00	74,852	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Omni	0	0.00	0	0.00	0	0.00	0	0.00	64,740	100.00	0	0.00
Shadow	0	0.00	42,115	39.50	0	0.00	0	0.00	64,504	60.50	0	0.00
Aries	7,767	5.90	0	0.00	101,238	76.90	22,644	17.20	0	0.00	0	0.00
Dodge 600	0	0.00	0	0.00	21,221	100.00	0	0.00	0	0.00	0	0.00
Dynasty	0	0.00	0	0.00	68,143	100.00	0	0.00	0	0.00	0	0.00
Lancer	0	0.00	0	0.00	0	0.00	0	0.00	13,829	100.00	0	0.00
Diplomat	0	0.00	0	0.00	20,708	100.00	0	0.00	0	0.00	0	0.00
FORD MOTOR CO.	**471,880**	**18.89**	**441,743**	**17.69**	**1,226,925**	**49.12**	**201,541**	**8.07**	**155,694**	**6.23**	**39,223**	**1.57**
Ford Division	300,047	18.16	403,238	24.41	671,036	40.62	164,463	9.96	113,207	6.85	39,223	2.37
Escort	21,048	4.99	231,104	54.76	0	0.00	56,675	13.43	113,207	26.82	0	0.00
Mustang	84,551	40.03	126,674	59.97	0	0.00	0	0.00	0	0.00	39,223	18.57
Probe	0	0.00	45,460	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Tempo	47,204	15.07	0	0.00	266,058	84.93	0	0.00	0	0.00	0	0.00
Crown Victoria	0	0.00	0	0.00	109,831	87.73	15,358	12.27	0	0.00	0	0.00
Taurus	0	0.00	0	0.00	295,147	76.15	92,430	23.85	0	0.00	0	0.00
Thunderbird	147,243	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
L-M Division	171,833	20.32	38,505	4.55	555,889	65.72	37,078	4.38	42,487	5.02	0	0.00
Mercury Total	133,574	23.64	38,505	6.81	313,489	55.47	37,078	6.56	42,487	7.52	0	0.00
Tracer/Lynx	0	0.00	38,505	41.98	0	0.00	10,741	11.71	42,487	46.32	0	0.00
Topaz	14,412	12.88	0	0.00	97,474	87.12	0	0.00	0	0.00	0	0.00
Grand Marquis	0	0.00	0	0.00	121,067	100.00	0	0.00	0	0.00	0	0.00
Cougar	119,162	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Sable	0	0.00	0	0.00	94,948	78.29	26,337	21.71	0	0.00	0	0.00
Lincoln Total	38,259	13.63	0	0.00	242,400	86.37	0	0.00	0	0.00	0	0.00
Continental	0	0.00	0	0.00	41,287	100.00	0	0.00	0	0.00	0	0.00
Lincoln	0	0.00	0	0.00	201,113	100.00	0	0.00	0	0.00	0	0.00
Mark VII	38,259	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
GENERAL MOTORS	**1,472,124**	**38.35**	**15,382**	**0.40**	**2,161,302**	**56.31**	**179,244**	**4.67**	**0**	**0.00**	**29,044**	**0.76**
Buick Total	194,778	33.69	0	0.00	362,532	62.71	20,824	3.60	0	0.00	0	0.00
Skyhawk	13,156	45.16	0	0.00	14,271	48.98	1,707	5.86	0	0.00	0	0.00
Century	2,449	2.16	0	0.00	101,351	89.49	9,458	8.35	0	0.00	0	0.00
Regal (fwd)	130,001	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Somerset/Skylark	24,536	44.78	0	0.00	30,256	55.22	0	0.00	0	0.00	0	0.00
LeSabre (fwd)	11,303	8.31	0	0.00	124,741	91.69	0	0.00	0	0.00	0	0.00
LeSabre (rwd)	0	0.00	0	0.00	0	0.00	9,659	100.00	0	0.00	0	0.00
Electra (fwd)	0	0.00	0	0.00	91,913	100.00	0	0.00	0	0.00	0	0.00
Reatta	4,708	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Riviera	8,625	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Cadillac Total	65,957	24.35	0	0.00	204,887	75.65	0	0.00	0	0.00	2,569	0.95
Cimarron	0	0.00	0	0.00	6,454	100.00	0	0.00	0	0.00	0	0.00
Allante	2,569	100.00	0	0.00	0	0.00	0	0.00	0	0.00	2,569	100.00
Brougham (rwd)	0	0.00	0	0.00	53,130	100.00	0	0.00	0	0.00	0	0.00
DeVille (fwd)	30,178	19.79	0	0.00	122,335	80.21	0	0.00	0	0.00	0	0.00
Eldorado	33,210	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Seville	0	0.00	0	0.00	22,968	100.00	0	0.00	0	0.00	0	0.00
Chevrolet Total	582,086	39.17	15,382	1.04	771,103	51.89	111,789	7.52	0	0.00	21,736	1.46
Camaro	90,655	94.16	0	0.00	0	0.00	0	0.00	0	0.00	5,584	5.80
Cavalier	166,843	51.66	0	0.00	126,290	39.11	29,806	9.23	0	0.00	8,745	2.71
Celebrity	11,909	4.61	0	0.00	195,205	75.53	51,342	19.86	0	0.00	0	0.00
Corsica	0	0.00	0	0.00	291,163	100.00	0	0.00	0	0.00	0	0.00
Beretta	275,098	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Monte Carlo	30,174	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Caprice	0	0.00	0	0.00	158,445	83.79	30,641	16.21	0	0.00	0	0.00
Corvette	7,407	32.50	15,382	67.50	0	0.00	0	0.00	0	0.00	7,407	32.50
Oldsmobile Total	238,738	31.24	0	0.00	496,179	64.93	29,214	3.82	0	0.00	0	0.00
Firenza	2,725	22.23	0	0.00	8,615	70.27	920	7.51	0	0.00	0	0.00
Calais	66,433	60.24	0	0.00	43,843	39.76	0	0.00	0	0.00	0	0.00
Cutlass Ciera	22,092	8.81	0	0.00	211,464	84.34	17,180	6.85	0	0.00	0	0.00
Cutlass Supreme (fwd)	94,723	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Cutlass Supreme	27,678	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
88 (fwd)	8,591	5.34	0	0.00	152,322	94.66	0	0.00	0	0.00	0	0.00
88 (rwd)	0	0.00	0	0.00	0	0.00	11,114	100.00	0	0.00	0	0.00
Olds 98	0	0.00	0	0.00	79,935	100.00	0	0.00	0	0.00	0	0.00
Toronado	16,496	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Pontiac Total	390,565	52.83	0	0.00	326,602	44.18	17,416	2.36	0	0.00	4,739	0.64
Fiero	26,402	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Firebird	62,467	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Sunbird	56,172	59.95	0	0.00	30,930	33.01	1,853	1.98	0	0.00	4,739	5.06
Grand Am	159,167	67.62	0	0.00	76,204	32.38	0	0.00	0	0.00	0	0.00
Grand Prix	86,357	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Pontiac 6000	0	0.00	0	0.00	110,889	92.37	9,166	7.63	0	0.00	0	0.00
Bonneville	0	0.00	0	0.00	108,580	100.00	0	0.00	0	0.00	0	0.00
Safari/Paris.	0	0.00	0	0.00	0	0.00	6,397	100.00	0	0.00	0	0.00
HONDA	**63,080**	**17.33**	**0**	**0.00**	**300,920**	**82.67**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
Civic	0	0.00	0	0.00	89,738	100.00	0	0.00	0	0.00	0	0.00
Accord	63,080	23.00	0	0.00	211,182	77.00	0	0.00	0	0.00	0	0.00
MAZDA	**60,156**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
NISSAN	**59,765**	**65.47**	**0**	**0.00**	**31,516**	**34.53**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
NUMMI	**0**	**0.00**	**40,918**	**36.52**	**71,116**	**63.48**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
Corolla	0	0.00	40,918	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Nova	0	0.00	0	0.00	71,116	100.00	0	0.00	0	0.00	0	0.00
VOLKSWAGEN	**0**	**0.00**	**17,679**	**44.59**	**13,950**	**35.19**	**0**	**0.00**	**8,018**	**20.22**	**0**	**0.00**
Golf/GTI	0	0.00	17,679	68.80	0	0.00	0	0.00	8,018	31.20	0	0.00
Jetta	0	0.00	0	0.00	13,950	100.00	0	0.00	0	0.00	0	0.00
Total Cars, U.S.	**2,229,245**	**27.39**	**682,734**	**8.39**	**4,331,630**	**53.22**	**430,803**	**5.29**	**454,662**	**5.59**	**109,835**	**1.35**

OPTIONS/EQUIPMENT

Radio options on 1988 U.S. models

	AM Radio	Percent of Output	AM/FM Stereo	Percent of Output	AM/FM Stereo w/Cassette	Percent of Output	Stereo w/Cassette & Gr. Equalizer	Percent of Output	Stereo w/Cassette & Compact Disc	Percent of Output
CHRYSLER MOTORS	**53,522**	**4.71**	**730,178**	**64.27**	**270,216**	**23.78**	**50,238**	**4.42**	**3,579**	**0.32**
Plymouth Total	27,397	7.82	273,663	78.16	36,895	10.54	0	0.00	0	0.00
Horizon	0	0.00	53,665	80.10	2,747	4.10	0	0.00	0	0.00
Sundance	4,8[illegible]	4.80	74,458	73.40	22,114	21.80	0	0.00	0	0.00
Reliant	22,52[illegible]	15.20	117,678	79.40	8,003	5.40	0	0.00	0	0.00
Caravelle	0	0.00	19,104	86.60	2,956	13.40	0	0.00	0	0.00
Gran Fury	0	0.00	8,758	76.60	1,075	9.40	0	0.00	0	0.00
Chrysler Total	0	0.00	112,832	39.70	132,289	46.54	36,643	12.89	2,456	0.86
LeBaron K	0	0.00	20,422	70.20	8,669	29.80	0	0.00	0	0.00
LeBaron J	0	0.00	38,073	40.30	44,591	47.20	9,353	9.90	2,456	2.60
LeBaron GTS	0	0.00	10,634	54.80	7,025	36.20	1,747	9.00	0	0.00
New Yorker E	0	0.00	1,268	13.20	6,339	66.00	1,998	20.80	0	0.00
New Yorker C	0	0.00	18,754	22.70	40,317	48.80	23,546	28.50	0	0.00
Fifth Avenue	0	0.00	23,681	48.30	25,348	51.70	0	0.00	0	0.00
Dodge Total	26,125	5.21	343,683	68.50	101,031	20.14	13,595	2.71	1,123	0.22
Daytona	0	0.00	35,031	46.80	32,785	43.80	5,913	7.90	1,123	1.50
Omni	0	0.00	50,886	78.60	2,849	4.40	0	0.00	0	0.00
Shadow	4,798	4.50	81,244	76.20	20,577	19.30	0	0.00	0	0.00
Aries	21,327	16.20	103,344	78.50	6,977	5.30	0	0.00	0	0.00
Dodge 600	0	0.00	17,847	84.10	3,374	15.90	0	0.00	0	0.00
Dynasty	0	0.00	36,184	53.10	25,826	37.90	6,133	9.00	0	0.00
Lancer	0	0.00	8,131	58.80	4,149	30.00	1,549	11.20	0	0.00
Diplomat	0	0.00	11,017	53.20	4,494	21.70	0	0.00	0	0.00
FORD MOTOR CO.	**21,515**	**0.86**	**820,348**	**32.84**	**1,233,952**	**49.40**	**347,763**	**13.92**	**13,769**	**0.55**
Ford Division	21,515	1.30	676,682	40.96	844,107	51.10	48,907	2.96	4,013	0.24
Escort	15,266	3.62	215,305	51.02	146,979	34.83	0	0.00	0	0.00
Mustang	0	0.00	8,077	3.82	196,088	92.83	2,886	1.37	0	0.00
Probe	0	0.00	13,403	29.48	27,671	60.87	4,013	8.83	4,013	8.83
Tempo	0	0.00	180,133	57.50	129,205	41.25	0	0.00	0	0.00
Crown Victoria	6,248	4.99	46,598	37.22	67,672	54.06	0	0.00	0	0.00
Taurus	0	0.00	189,485	48.89	195,410	50.42	0	0.00	0	0.00
Thunderbird	0	0.00	23,681	16.08	81,082	55.07	42,008	28.53	0	0.00
L-M Division	0	0.00	143,666	16.99	389,845	46.09	298,856	35.33	9,756	1.15
Mercury Total	0	0.00	143,666	25.42	389,845	68.98	27,954	4.95	0	0.00
Tracer/Lynx	0	0.00	50,107	54.62	39,622	43.19	0	0.00	0	0.00
Topaz	0	0.00	6,331	5.66	105,336	94.15	0	0.00	0	0.00
Grand Marquis	0	0.00	31,698	26.18	88,706	73.27	0	0.00	0	0.00
Cougar	0	0.00	12,750	10.70	78,121	65.56	27,954	23.46	0	0.00
Sable	0	0.00	42,780	35.27	78,060	64.36	0	0.00	0	0.00
Lincoln Total	0	0.00	0	0.00	0	0.00	270,903	96.52	9,756	3.48
Continental	0	0.00	0	0.00	0	0.00	35,851	86.83	5,436	13.17
Lincoln	0	0.00	0	0.00	0	0.00	196,792	97.85	4,321	2.15
Mark VII	0	0.00	0	0.00	0	0.00	38,259	100.00	0	0.00
GENERAL MOTORS	**123**	**0.00**	**1,168,515**	**30.44**	**2,257,840**	**58.82**	**319,378**	**8.32**	**0**	**0.00**
Buick Total	0	0.00	86,059	14.89	436,438	75.49	54,048	9.35	0	0.00
Skyhawk	0	0.00	1,880	6.45	27,254	93.55	0	0.00	0	0.00
Century	0	0.00	22,560	19.92	89,556	79.07	637	0.56	0	0.00
Regal (fwd)	0	0.00	22,115	17.01	100,447	77.27	6,821	5.25	0	0.00
Somerset/Skylark	0	0.00	16,613	30.32	36,528	66.67	1,517	2.77	0	0.00
LeSabre (fwd)	0	0.00	21,022	15.45	101,641	74.71	13,115	9.64	0	0.00
LeSabre (rwd)	0	0.00	755	7.81	7,076	73.25	1,824	18.88	0	0.00
Electra (fwd)	0	0.00	1,115	1.21	72,701	79.10	18,037	19.62	0	0.00
Reatta	0	0.00	0	0.00	0	0.00	4,708	100.00	0	0.00
Riviera	0	0.00	0	0.00	1,236	14.33	7,389	85.67	0	0.00
Cadillac Total	0	0.00	34,249	12.65	236,171	87.20	0	0.00	0	0.00
Cimarron	0	0.00	906	14.03	5,548	85.97	0	0.00	0	0.00
Allante	0	0.00	0	0.00	2,569	100.00	0	0.00	0	0.00
Brougham (rwd)	0	0.00	5,696	10.72	47,434	89.28	0	0.00	0	0.00
DeVille (fwd)	0	0.00	19,004	12.46	133,509	87.54	0	0.00	0	0.00
Eldorado	0	0.00	5,732	17.26	27,346	82.34	0	0.00	0	0.00
Seville	0	0.00	2,911	12.67	19,765	86.06	0	0.00	0	0.00
Chevrolet Total	0	0.00	686,823	46.22	584,552	39.34	129,336	8.70	0	0.00
Camaro	0	0.00	16,046	16.67	57,281	59.50	19,017	19.75	0	0.00
Cavalier	0	0.00	163,945	50.77	106,067	32.84	14,997	4.64	0	0.00
Celebrity	0	0.00	157,302	60.86	93,588	36.21	0	0.00	0	0.00
Corsica	0	0.00	161,910	55.61	103,268	35.47	12,122	4.16	0	0.00
Beretta	0	0.00	108,233	39.34	130,533	47.45	27,931	10.15	0	0.00
Monte Carlo	0	0.00	4,822	15.98	17,810	59.02	6,745	22.35	0	0.00
Caprice	0	0.00	74,565	39.43	53,395	28.24	48,524	25.66	0	0.00
Corvette	0	0.00	0	0.00	22,610	99.21	0	0.00	0	0.00
Oldsmobile Total	123	0.02	129,132	16.90	581,448	76.09	51,328	6.72	0	0.00
Firenza	123	1.00	6,375	52.00	5,272	43.00	0	0.00	0	0.00
Calais	0	0.00	28,193	25.57	81,735	74.12	0	0.00	0	0.00
Cutlass Ciera	0	0.00	35,855	14.30	207,609	82.80	6,519	2.60	0	0.00
Cutlass Supreme (fwd)	0	0.00	11,083	11.70	72,653	76.70	10,893	11.50	0	0.00
Cutlass Supreme	0	0.00	2,712	9.80	23,720	85.70	1,135	4.10	0	0.00
88 (fwd)	0	0.00	39,665	24.65	110,363	68.59	10,608	6.59	0	0.00
88 (rwd)	0	0.00	1,024	9.21	10,081	90.71	0	0.00	0	0.00
Olds 98	0	0.00	4,225	5.29	59,523	74.46	16,169	20.23	0	0.00
Toronado	0	0.00	0	0.00	10,491	63.60	6,005	36.40	0	0.00
Pontiac Total	0	0.00	232,252	31.41	419,231	56.70	84,665	11.45	0	0.00
Fiero	0	0.00	4,087	15.48	18,029	68.29	4,057	15.37	0	0.00
Firebird	0	0.00	7,799	12.49	35,943	57.54	18,239	29.20	0	0.00
Sunbird	0	0.00	42,584	45.45	47,908	51.13	2,807	3.00	0	0.00
Grand Am	0	0.00	69,383	29.48	153,069	65.03	11,826	5.02	0	0.00
Grand Prix	0	0.00	11,893	13.77	56,079	64.94	18,342	21.24	0	0.00
Pontiac 6000	0	0.00	59,326	49.42	55,465	46.20	4,803	4.00	0	0.00
Bonneville	0	0.00	35,954	33.11	48,411	44.59	23,920	22.03	0	0.00
Safari/Parisienne	0	0.00	1,226	19.16	4,328	67.66	671	10.49	0	0.00
HONDA	**0**	**0.00**	**0**	**0.00**	**208,439**	**57.26**	**0**	**0.00**	**0**	**0.00**
Civic	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Accord	0	0.00	0	0.00	208,439	76.00	0	0.00	0	0.00
MAZDA	**0**	**0.00**	**0**	**0.00**	**43,312**	**72.00**	**16,241**	**27.00**	**602**	**1.00**
NISSAN	**0**	**0.00**	**10,507**	**11.51**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
NUMMI	**0**	**0.00**	**100,844**	**90.01**	**506**	**0.45**	**0**	**0.00**	**0**	**0.00**
Corolla	0	0.00	29,728	72.65	506	1.24	0	0.00	0	0.00
Nova	0	0.00	71,116	100.00	0	0.00	0	0.00	0	0.00
VOLKSWAGEN	**0**	**0.00**	**1,620**	**4.09**	**8,158**	**20.58**	**0**	**0.00**	**0**	**0.00**
Golf/GTI	0	0.00	1,620	6.30	2,606	10.14	0	0.00	0	0.00
Jetta	0	0.00	0	0.00	5,552	39.80	0	0.00	0	0.00
Total Cars, U.S.	**75,159**	**0.92**	**2,832,012**	**34.79**	**4,022,423**	**49.42**	**733,620**	**9.01**	**17,348**	**0.21**

OPTIONS/EQUIPMENT

Seat options on 1988 U.S. models

	Bucket Seats	Percent of Output	Split Seats	Percent of Output	Bench Seats	Percent of Output	Reclining Seats	Percent of Output	Power Seats	Percent of Output	Adjustable Lumbar Supports	Percent of Output	Cloth Seats	Percent of Output	Vinyl Seats	Percent of Output	Leather Seats	Percent of Output
CHRYSLER MOTORS	**630,856**	**55.53**	**178,682**	**15.73**	**326,555**	**28.74**	**834,593**	**73.46**	**213,013**	**18.75**	**0**	**0.00**	**997,935**	**87.84**	**28,591**	**2.52**	**109,596**	**9.65**
Plymouth Total	215,568	61.57	9,486	2.71	125,087	35.72	227,568	64.99	1,743	0.50	0	0.00	347,660	99.29	2,481	0.71	0	0.00
Horizon	66,997	100.00	0	0.00	0	0.00	66,997	100.00	0	0.00	0	0.00	66,997	100.00	0	0.00	0	0.00
Sundance	101,441	100.00	0	0.00	0	0.00	101,441	100.00	0	0.00	0	0.00	101,441	100.00	0	0.00	0	0.00
Reliant	47,130	31.80	0	0.00	101,079	68.20	47,130	31.80	0	0.00	0	0.00	148,209	100.00	0	0.00	0	0.00
Caravelle	0	0.00	9,486	43.00	12,574	57.00	9,530	43.20	1,743	7.90	0	0.00	22,060	100.00	0	0.00	0	0.00
Gran Fury	0	0.00	0	0.00	11,434	100.00	2,470	21.60	0	0.00	0	0.00	8,953	78.30	2,481	21.70	0	0.00
Chrysler Total	121,414	42.72	92,628	32.59	70,149	24.68	263,100	92.57	167,791	59.04	0	0.00	157,814	55.53	22,238	7.82	104,169	36.65
LeBaron K	7,535	25.90	407	1.40	21,120	72.60	7,971	27.40	5,615	19.30	0	0.00	28,771	98.90	320	1.10	0	0.00
LeBaron J	94,473	100.00	0	0.00	0	0.00	94,473	100.00	40,245	42.60	0	0.00	47,898	50.70	21,918	23.20	24,657	26.10
LeBaron GTS	19,406	100.00	0	0.00	0	0.00	19,406	100.00	5,628	29.00	0	0.00	17,038	87.80	0	0.00	2,368	12.20
New Yorker E-Class	0	0.00	9,605	100.00	0	0.00	9,605	100.00	7,674	79.90	0	0.00	5,244	54.60	0	0.00	4,361	45.40
New Yorker C-Class	0	0.00	82,616	100.00	0	0.00	82,616	100.00	65,680	79.50	0	0.00	44,447	53.80	0	0.00	38,169	46.20
Fifth Avenue	0	0.00	0	0.00	49,029	100.00	49,029	100.00	42,949	87.60	0	0.00	14,415	29.40	0	0.00	34,614	70.60
Dodge Total	293,874	58.57	76,568	15.26	131,319	26.17	343,925	68.54	43,479	8.67	0	0.00	492,461	98.15	3,872	0.77	5,427	1.08
Daytona	74,852	100.00	0	0.00	0	0.00	74,852	100.00	10,629	14.20	0	0.00	70,960	94.80	0	0.00	3,892	5.20
Omni	64,740	100.00	0	0.00	0	0.00	64,740	100.00	0	0.00	0	0.00	64,740	100.00	0	0.00	0	0.00
Shadow	106,619	100.00	0	0.00	0	0.00	106,619	100.00	0	0.00	0	0.00	106,619	100.00	0	0.00	0	0.00
Aries	33,834	25.70	0	0.00	97,815	74.30	33,834	25.70	0	0.00	0	0.00	131,649	100.00	0	0.00	0	0.00
Dodge 600	0	0.00	8,425	39.70	12,796	60.30	8,425	39.70	2,398	11.30	0	0.00	21,221	100.00	0	0.00	0	0.00
Dynasty	0	0.00	68,143	100.00	0	0.00	35,434	52.00	21,465	31.50	0	0.00	68,143	100.00	0	0.00	0	0.00
Lancer	13,829	100.00	0	0.00	0	0.00	13,829	100.00	3,872	28.00	0	0.00	12,294	88.90	0	0.00	1,535	11.10
Diplomat	0	0.00	0	0.00	20,708	100.00	6,192	29.90	5,115	24.70	0	0.00	16,836	81.30	3,872	18.70	0	0.00
FORD MOTOR CO.	**1,247,109**	**49.93**	**1,234,728**	**49.43**	**15,936**	**0.64**	**1,837,774**	**73.58**	**1,070,341**	**42.85**	**315,974**	**12.65**	**2,158,101**	**86.40**	**58,388**	**2.34**	**281,294**	**11.26**
Ford Division	1,070,143	64.78	565,903	34.26	15,936	0.96	991,982	60.05	483,679	29.28	129,226	7.82	1,551,681	93.93	49,954	3.02	50,357	3.05
Escort	422,035	100.00	0	0.00	0	0.00	422,035	100.00	0	0.00	0	0.00	412,750	97.80	9,285	2.20	0	0.00
Mustang	211,225	100.00	0	0.00	0	0.00	211,225	100.00	75,583	35.78	75,583	35.78	191,428	90.63	8,210	3.89	11,588	5.49
Probe	45,460	100.00	0	0.00	0	0.00	45,460	100.00	11,559	25.43	0	0.00	45,460	100.00	0	0.00	0	0.00
Tempo	313,262	100.00	0	0.00	0	0.00	313,262	100.00	19,263	6.15	0	0.00	301,698	96.31	11,564	3.69	0	0.00
Crown Victoria	0	0.00	109,253	87.27	15,936	12.73	0	0.00	82,148	65.62	0	0.00	104,382	83.38	11,473	9.16	9,335	7.46
Taurus	24,517	6.33	363,060	93.67	0	0.00	0	0.00	173,891	44.87	0	0.00	362,812	93.61	9,423	2.43	15,341	3.96
Thunderbird	53,643	36.43	93,590	63.56	0	0.00	0	0.00	121,235	82.34	53,643	36.43	133,150	90.43	0	0.00	14,093	9.57
L-M Division	176,966	20.92	668,826	79.08	0	0.00	845,792	100.00	586,662	69.36	186,748	22.08	606,420	71.70	8,435	1.00	230,937	27.30
Mercury Total	148,151	26.22	416,982	73.78	0	0.00	565,133	100.00	306,003	54.15	157,933	27.95	508,336	89.95	8,435	1.49	48,362	8.56
Tracer/Lynx	91,733	100.00	0	0.00	0	0.00	91,733	100.00	0	0.00	91,733	100.00	91,733	100.00	0	0.00	0	0.00
Topaz	19,683	17.59	92,203	82.41	0	0.00	111,886	100.00	26,554	23.73	0	0.00	108,294	96.79	3,592	3.21	0	0.00
Grand Marquis	0	0.00	121,067	100.00	0	0.00	121,067	100.00	117,518	97.07	0	0.00	97,275	80.35	1,462	1.21	22,330	18.44
Cougar	26,934	22.60	92,228	77.40	0	0.00	119,162	100.00	95,113	79.82	15,169	12.73	108,043	90.67	0	0.00	11,119	9.33
Sable	9,801	8.08	111,484	91.92	0	0.00	121,285	100.00	66,818	55.09	51,030	42.07	102,991	84.92	3,380	2.79	14,913	12.30
Lincoln Total	28,815	10.27	251,844	89.73	0	0.00	280,659	100.00	280,659	100.00	28,815	10.27	98,084	34.95	0	0.00	182,575	65.05
Continental	0	0.00	41,287	100.00	0	0.00	41,287	100.00	41,287	100.00	0	0.00	7,084	17.16	0	0.00	34,203	82.84
Lincoln	0	0.00	201,113	100.00	0	0.00	201,113	100.00	201,113	100.00	0	0.00	84,732	42.13	0	0.00	116,381	57.87
Mark VII	28,815	75.32	9,444	24.68	0	0.00	38,259	100.00	38,259	100.00	28,815	75.32	6,268	16.38	0	0.00	31,991	83.62
GENERAL MOTORS	**2,166,551**	**56.44**	**1,195,135**	**31.14**	**354,110**	**9.23**	**2,737,405**	**71.32**	**1,189,283**	**30.98**	**80,495**	**2.10**	**2,569,703**	**66.95**	**18,199**	**0.47**	**351,047**	**9.15**
Buick Total	131,500	22.75	419,011	72.48	27,622	4.78	383,088	66.26	309,143	53.47	5,821	1.01	515,458	89.16	0	0.00	62,676	10.84
Skyhawk	29,134	100.00	0	0.00	0	0.00	29,134	100.00	0	0.00	0	0.00	29,134	100.00	0	0.00	0	0.00
Century	1,381	1.22	97,773	86.33	14,104	12.45	21,821	19.27	41,525	36.66	0	0.00	110,489	97.56	0	0.00	2,769	2.44
Regal (fwd)	32,860	25.28	90,007	69.24	7,133	5.49	123,068	94.67	56,404	43.39	0	0.00	117,234	90.18	0	0.00	12,767	9.82
Somerset/Skylark	54,792	100.00	0	0.00	0	0.00	43,459	79.32	6,259	11.42	0	0.00	54,174	98.87	0	0.00	618	1.13
LeSabre (fwd)	0	0.00	129,659	95.31	6,385	4.69	68,058	50.03	90,730	66.69	0	0.00	126,901	93.28	0	0.00	9,143	6.72
LeSabre (rwd)	0	0.00	9,659	100.00	0	0.00	9,659	100.00	8,980	92.97	0	0.00	9,659	100.00	0	0.00	0	0.00
Electra (fwd)	0	0.00	91,913	100.00	0	0.00	74,556	81.12	91,913	100.00	0	0.00	64,416	70.08	0	0.00	27,497	29.92
Reatta	4,708	100.00	0	0.00	0	0.00	4,708	100.00	4,708	100.00	2,713	57.63	25	0.53	0	0.00	4,683	99.47
Riviera	8,625	100.00	0	0.00	0	0.00	8,625	100.00	8,625	100.00	3,108	36.03	3,426	39.72	0	0.00	5,199	60.28
Cadillac Total	270,844	100.00	0	0.00	0	0.00	270,844	100.00	257,901	95.22	25,537	9.43	57,871	21.37	0	0.00	212,973	78.63
Cimarron	6,454	100.00	0	0.00	0	0.00	6,454	100.00	6,454	100.00	0	0.00	639	9.91	0	0.00	5,815	90.09
Allante	2,569	100.00	0	0.00	0	0.00	2,569	100.00	2,569	100.00	2,569	100.00	0	0.00	0	0.00	2,569	100.00
Brougham (rwd)	53,130	100.00	0	0.00	0	0.00	53,130	100.00	40,187	75.64	0	0.00	17,444	32.83	0	0.00	35,686	67.17
DeVille (fwd)	152,513	100.00	0	0.00	0	0.00	152,513	100.00	152,513	100.00	0	0.00	36,431	23.89	0	0.00	116,082	76.11
Eldorado	33,210	100.00	0	0.00	0	0.00	33,210	100.00	33,210	100.00	0	0.00	2,263	6.81	0	0.00	30,947	93.19
Seville	22,968	100.00	0	0.00	0	0.00	22,968	100.00	22,968	100.00	22,968	100.00	1,094	4.76	0	0.00	21,874	95.24
Chevrolet Total	1,033,916	69.58	304,854	20.52	147,210	9.91	1,163,474	78.30	152,671	10.27	12,724	0.86	555,594	37.39	18,199	1.22	12,724	0.86
Camaro	96,275	100.00	0	0.00	0	0.00	96,275	100.00	16,176	16.80	0	0.00	0	0.00	0	0.00	0	0.00
Cavalier	322,939	100.00	0	0.00	0	0.00	322,939	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Celebrity	10,143	3.92	152,269	58.91	96,044	37.16	21,089	8.16	24,932	9.65	0	0.00	258,456	100.005	0	0.00	0	0.00
Corsica	291,163	100.00	0	0.00	0	0.00	291,163	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Beretta	275,098	100.00	0	0.00	0	0.00	275,098	100.00	0	0.00	0	0.00	275,098	100.00	0	0.00	0	0.00
Monte Carlo	15,509	51.40	11,979	39.70	2,685	8.90	0	0.00	4,556	15.10	0	0.00	11,975	39.69	18,199	60.31	0	0.00
Caprice	0	0.00	140,606	74.36	48,480	25.64	134,121	70.93	84,923	44.91	0	0.00	0	0.00	0	0.00	0	0.00
Corvette	22,789	100.00	0	0.00	0	0.00	22,789	100.00	22,084	96.91	12,724	55.83	10,065	44.17	0	0.00	12,724	55.83
Oldsmobile Total	223,647	29.27	285,800	37.40	132,070	17.28	419,449	54.89	333,809	43.68	0	0.00	718,554	94.04	0	0.00	45,577	5.96
Firenza	12,260	100.00	0	0.00	0	0.00	12,260	100.00	0	0.00	0	0.00	12,260	100.00	0	0.00	0	0.00
Calais	110,276	100.00	0	0.00	0	0.00	110,276	100.00	14,830	13.45	0	0.00	107,492	97.48	0	0.00	2,784	2.52
Cutlass Ciera	26,077	10.40	191,562	76.40	33,097	13.20	59,424	23.70	110,825	44.20	0	0.00	248,931	99.28	0	0.00	1,805	0.72
Cutlass Supreme (fwd)	47,646	50.30	41,110	43.40	5,968	6.30	47,646	50.30	28,417	30.00	0	0.00	92,355	97.50	0	0.00	2,368	2.50
Cutlass Supreme	5,314	19.20	20,233	73.10	2,131	7.70	5,314	19.20	9,770	35.30	0	0.00	27,678	100.00	0	0.00	0	0.00
88 (fwd)	0	0.00	21,781	13.54	16,518	10.26	100,046	62.17	94,736	58.87	0	0.00	153,453	95.36	0	0.00	7,460	4.64
88 (rwd)	0	0.00	11,114	100.00	0	0.00	9,836	88.50	9,836	88.50	0	0.00	11,114	100.00	0	0.00	0	0.00
Olds 98	8,531	10.67	0	0.00	71,404	89.33	61,104	76.44	51,588	64.54	0	0.00	52,833	66.09	0	0.00	27,102	33.91
Toronado	13,543	82.10	0	0.00	2,953	17.90	13,543	82.10	13,807	83.70	0	0.00	12,438	75.40	0	0.00	4,058	24.60
Pontiac Total	506,644	68.53	185,470	25.09	47,207	6.39	500,550	67.70	135,758	18.36	36,413	4.93	722,227	97.69	0	0.00	17,096	2.31
Fiero	26,402	100.00	0	0.00	0	0.00	26,402	100.00	0	0.00	1,127	4.27	25,078	94.99	0	0.00	1,324	5.01
Firebird	62,467	100.00	0	0.00	0	0.00	62,467	100.00	0	0.00	11,763	18.83	59,397	95.08	0	0.00	3,070	4.92
Sunbird	93,694	100.00	0	0.00	0	0.00	93,694	100.00	0	0.00	1,103	1.18	93,694	100.00	0	0.00	0	0.00
Grand Am	235,371	100.00	0	0.00	0	0.00	235,371	100.00	16,919	7.19	2,784	1.18	235,371	100.00	0	0.00	0	0.00
Grand Prix	54,849	63.51	28,879	33.44	2,629	3.04	66,959	77.54	36,121	41.83	19,637	22.74	81,141	93.96	0	0.00	5,216	6.04
Pontiac 6000	10,023	8.35	74,216	61.82	35,814	29.83	12,158	10.13	13,342	11.11	0	0.00	120,055	100.00	0	0.00	0	0.00
Bonneville	23,837	21.95	76,667	70.61	8,075	7.44	3,500	3.22	64,618	59.51	0	0.00	101,094	93.11	0	0.00	7,486	6.89
Safari/Parisienne	0	0.00	5,708	89.23	689	10.77	0	0.00	4,757	74.37	0	0.00	6,397	100.00	0	0.00	0	0.00
HONDA	**364,000**	**100.00**	**0**	**0.00**	**0**	**0.00**	**364,000**	**100.00**	**0**	**0.00**	**0**	**0.00**	**364,000**	**100.00**	**0**	**0.00**	**0**	**0.00**
Civic	89,738	100.00	0	0.00	0	0.00	89,738	100.00	0	0.00	0	0.00	89,738	100.00	0	0.00	0	0.00
Accord	274,262	100.00	0	0.00	0	0.00	274,262	100.00	0	0.00	0	0.00	274,262	100.00	0	0.00	0	0.00
MAZDA	**40,446**	**67.24**	**0**	**0.00**	**0**	**0.00**	**60,156**	**100.00**	**0**	**0.00**	**60,156**	**100.00**	**60,156**	**100.005**	**0**	**0.00**	**0**	**0.00**
NISSAN	**91,281**	**100.00**	**0**	**0.00**	**0**	**0.00**	**91,281**	**100.00**	**0**	**0.00**	**0**	**0.00**	**64,633**	**70.81**	**26,648**	**29.19**	**0**	**0.00**
NUMMI	**112,034**	**100.00**	**313**	**0.28**	**0**	**0.00**	**112,034**	**100.00**	**99**	**0.09**	**0**	**0.00**	**112,034**	**100.00**	**0**	**0.00**	**0**	**0.00**
Corolla	40,918	100.00	313	0.77	0	0.00	40,918	100.00	99	0.24	0	0.00	40,918	100.00	0	0.00	0	0.00
Nova	71,116	100.00	0	0.00	0	0.00	71,116	100.00	0	0.00	0	0.00	71,116	100.00	0	0.00	0	0.00
VOLKSWAGEN	**39,647**	**100.00**	**0**	**0.00**	**0**	**0.00**	**39,647**	**100.00**	**0**	**0.00**	**0**	**0.00**	**39,647**	**100.00**	**0**	**0.00**	**0**	**0.00**
Golf/GTI	25,697	100.00	0	0.00	0	0.00	25,697	100.00	0	0.00	0	0.00	25,697	100.00	0	0.00	0	0.00
Jetta	13,950	100.00	0	0.00	0	0.00	13,950	100.00	0	0.00	0	0.00	13,950	100.00	0	0.00	0	0.00
Total Cars, U.S.	**4,691,924**	**57.64**	**2,608,859**	**32.05**	**696,601**	**8.56**	**6,076,890**	**74.66**	**2,472,736**	**30.38**	**456,626**	**5.61**	**6,366,209**	**78.21**	**131,827**	**1.62**	**741,937**	**9.12**

OPTIONS/EQUIPMENT

Power equipment and wheel options on 1988 U.S. models

	Power Steering	Percent of Output	Power Brakes	Percent of Output	Anti-lock Braking System (ABS)	Percent of Output	4-wheel Disc Brakes	Percent of Output	White Sidewalls	Percent of Output	Styled Wheels	Percent of Output	Full Size Spare	Percent of Output
CHRYSLER MOTORS	**1,121,028**	**98.67**	**1,115,478**	**98.18**	**15,519**	**1.37**	**32,211**	**2.84**	**413,967**	**36.44**	**245,690**	**21.63**	**234,757**	**20.66**
Plymouth Total	342,509	97.82	350,141	100.00	0	0.00	0	0.00	83,200	23.76	9,028	2.58	87,896	25.10
Horizon	60,699	90.60	66,997	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Sundance	101,441	100.00	101,441	100.00	0	0.00	0	0.00	0	0.00	9,028	8.90	31,345	30.90
Reliant	146,875	99.10	148,209	100.00	0	0.00	0	0.00	61,507	41.50	0	0.00	43,573	29.40
Caravelle	22,060	100.00	22,060	100.00	0	0.00	0	0.00	16,148	73.20	0	0.00	4,390	19.90
Gran Fury	11,434	100.00	11,434	100.00	0	0.00	0	0.00	5,545	48.50	0	0.00	8,587	75.10
Chrysler Total	284,220	100.00	284,220	100.00	11,566	4.07	11,566	4.07	180,726	63.59	45,193	15.90	54,188	19.07
LeBaron K	29,091	100.00	29,091	100.00	0	0.00	0	0.00	24,233	83.30	0	0.00	8,262	28.40
LeBaron J	94,473	100.00	94,473	100.00	0	0.00	0	0.00	13,982	14.80	34,577	36.60	0	0.00
LeBaron GTS	19,406	100.00	19,406	100.00	0	0.00	0	0.00	1,261	6.50	3,396	17.50	0	0.00
N. Yorker E-Class	9,605	100.00	9,605	100.00	0	0.00	0	0.00	9,605	100.00	528	5.50	3,343	34.80
N. Yorker C-Class	82,616	100.00	82,616	100.00	11,566	14.00	11,566	14.00	82,616	100.00	6,692	8.10	27,924	33.80
Fifth Avenue	49,029	100.00	49,029	100.00	0	0.00	0	0.00	49,029	100.00	0	0.00	14,660	29.90
Dodge Total	494,299	98.51	481,117	95.89	3,952	0.79	20,644	4.11	150,040	29.90	191,469	38.16	92,673	18.47
Daytona	74,852	100.00	58,160	77.70	0	0.00	16,692	22.30	0	0.00	74,852	100.00	1,048	1.40
Omni	58,331	90.10	64,740	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Shadow	106,619	100.00	106,619	100.00	0	0.00	0	0.00	0	0.00	106,619	100.00	22,710	21.30
Aries	130,596	99.20	131,649	100.00	0	0.00	0	0.00	54,239	41.20	0	0.00	32,254	24.50
Dodge 600	21,221	100.00	21,221	100.00	0	0.00	0	0.00	15,873	74.80	467	2.20	3,777	17.80
Dynasty	68,143	100.00	64,191	94.20	3,952	5.80	3,952	5.80	68,143	100.00	5,451	8.00	17,581	25.80
Lancer	13,829	100.00	13,829	100.00	0	0.00	0	0.00	1,037	7.50	4,080	29.50	0	0.00
Diplomat	20,708	100.00	20,708	100.00	0	0.00	0	0.00	10,747	51.90	0	0.00	15,303	73.90
FORD MOTOR CO.	**2,487,760**	**99.60**	**2,431,946**	**97.36**	**116,801**	**4.68**	**126,665**	**5.07**	**834,055**	**33.39**	**793,061**	**31.75**	**434,849**	**17.41**
Ford Division	1,651,991	100.00	1,586,154	96.01	37,255	2.26	47,119	2.85	377,496	22.85	431,158	26.10	111,245	6.73
Escort	422,035	100.00	356,198	84.40	0	0.00	0	0.00	44,094	10.45	69,559	16.48	9,697	2.30
Mustang	211,225	100.00	211,225	100.00	0	0.00	0	0.00	39,315	18.61	103,135	48.83	0	0.00
Probe	45,460	100.00	45,460	100.00	0	0.00	9,865	21.70	0	0.00	15,564	34.24	0	0.00
Tempo	313,262	100.00	313,262	100.00	0	0.00	0	0.00	72,346	23.09	23,630	7.54	0	0.00
Crown Victoria	125,189	100.00	125,189	100.00	0	0.00	0	0.00	104,035	83.10	68,918	55.05	70,883	56.62
Taurus	387,577	100.00	387,577	100.00	0	0.00	0	0.00	82,262	21.22	77,227	19.93	25,665	6.62
Thunderbird	147,243	100.00	147,243	100.00	37,255	25.30	37,255	25.30	35,444	24.07	73,126	49.66	4,999	3.39
L-M Division	835,769	98.81	845,792	100.00	79,546	9.40	79,546	9.40	456,560	53.98	361,902	42.79	323,605	38.26
Mercury Total	555,110	98.23	565,133	100.00	0	0.00	0	0.00	239,225	42.33	157,598	27.89	122,492	21.67
Tracer/Lynx	81,710	89.07	91,733	100.00	0	0.00	0	0.00	0	0.00	15,123	16.49	0	0.00
Topaz	111,886	100.00	111,886	100.00	0	0.00	0	0.00	17,117	15.30	19,676	17.59	0	0.00
Grand Marquis	121,067	100.00	121,067	100.00	0	0.00	0	0.00	121,067	100.00	54,334	44.88	90,438	74.70
Cougar	119,162	100.00	119,162	100.00	0	0.00	0	0.00	93,409	78.39	15,171	12.73	17,278	14.50
Sable	121,285	100.00	121,285	100.00	0	0.00	0	0.00	7,631	6.29	53,294	43.94	14,776	12.18
Lincoln Total	280,659	100.00	280,659	100.00	79,546	28.34	79,546	28.34	217,335	77.44	204,304	72.79	201,113	71.66
Continental	41,287	100.00	41,287	100.00	41,287	100.00	41,287	100.00	6,783	16.43	36,212	87.71	0	0.00
Lincoln	201,113	100.00	201,113	100.00	0	0.00	0	0.00	201,113	100.00	129,833	64.56	201,113	100.00
Mark VII	38,259	100.00	38,259	100.00	38,259	100.00	38,259	100.00	9,440	24.67	38,259	100.00	0	0.00
GENERAL MOTORS	**3,802,306**	**99.06**	**3,811,481**	**99.30**	**84,342**	**2.20**	**283,718**	**7.39**	**1,689,623**	**44.02**	**1,325,902**	**34.54**	**15,849**	**0.41**
Buick Total	578,134	100.00	578,134	100.00	15,548	2.69	143,334	24.79	455,707	78.82	164,284	28.42	0	0.00
Skyhawk	29,134	100.00	29,134	100.00	0	0.00	0	0.00	25,088	86.11	3,780	12.97	0	0.00
Century	113,258	100.00	113,258	100.00	0	0.00	0	0.00	108,245	95.57	13,894	12.27	0	0.00
Regal (fwd)	130,001	100.00	130,001	100.00	176	0.14	130,001	100.00	61,312	47.16	76,973	59.21	0	0.00
Somerset/Skylark	54,792	100.00	54,792	100.00	0	0.00	0	0.00	42,089	76.82	16,373	29.88	0	0.00
LeSabre (fwd)	136,044	100.00	136,044	100.00	2,952	2.17	0	0.00	119,762	88.03	29,193	21.46	0	0.00
LeSabre (rwd)	9,659	100.00	9,659	100.00	0	0.00	0	0.00	9,659	100.00	0	0.00	0	0.00
Electra (fwd)	91,913	100.00	91,913	100.00	6,716	7.31	0	0.00	86,230	93.82	13,737	14.95	0	0.00
Reatta	4,708	100.00	4,708	100.00	4,708	100.00	4,708	100.00	0	0.00	4,708	100.00	0	0.00
Riviera	8,625	100.00	8,625	100.00	996	11.55	8,625	100.00	3,323	38.53	5,627	65.24	0	0.00
Cadillac Total	270,844	100.00	270,844	100.00	14,890	5.50	2,569	0.95	239,859	88.56	65,201	24.07	0	0.00
Cimarron	6,454	100.00	6,454	100.00	0	0.00	0	0.00	0	0.00	6,454	100.00	0	0.00
Allante	2,569	100.00	2,569	100.00	2,569	100.00	2,569	100.00	0	0.00	2,569	100.00	0	0.00
Brougham (rwd)	53,130	100.00	53,130	100.00	0	0.00	0	0.00	53,130	100.00	0	0.00	0	0.00
DeVille (fwd)	152,513	100.00	152,513	100.00	5,198	3.41	0	0.00	152,513	100.00	0	0.00	0	0.00
Eldorado	33,210	100.00	33,210	100.00	3,505	10.56	0	0.00	33,210	100.00	33,210	100.00	0	0.00
Seville	22,968	100.00	22,968	100.00	3,617	15.75	0	0.00	1,006	4.38	22,968	100.00	0	0.00
Chevrolet Total	1,476,986	99.39	1,472,454	99.09	22,789	1.53	36,177	2.43	370,373	24.92	382,251	25.72	15,849	1.07
Camaro	96,275	100.00	82,887	86.09	0	0.00	13,388	13.91	0	0.00	21,803	22.65	0	0.00
Cavalier	313,945	97.21	322,939	100.00	0	0.00	0	0.00	69,456	21.51	16,513	5.11	0	0.00
Celebrity	258,456	100.00	258,456	100.00	0	0.00	0	0.00	131,145	50.74	86,726	33.56	301	0.12
Corsica	291,163	100.00	291,163	100.00	0	0.00	0	0.00	94,300	32.39	91,541	31.44	0	0.00
Beretta	275,098	100.00	275,098	100.00	0	0.00	0	0.00	21,305	7.74	117,728	42.79	0	0.00
Monte Carlo	30,174	100.00	30,174	100.00	0	0.00	0	0.00	13,401	44.41	6,704	22.22	0	0.00
Caprice	189,086	100.00	188,948	99.93	0	0.00	0	0.00	40,766	21.56	18,447	9.76	15,548	8.22
Corvette	22,789	100.00	22,789	100.00	22,789	100.00	22,789	100.00	0	0.00	22,789	100.00	0	0.00
Oldsmobile Total	764,008	99.98	750,726	98.25	15,165	1.98	0	0.00	480,728	62.91	297,790	38.97	0	0.00
Firenza	12,137	99.00	12,134	98.97	0	0.00	0	0.00	5,674	46.28	3,569	29.11	0	0.00
Calais	110,276	100.00	110,276	100.00	0	0.00	0	0.00	54,112	49.07	74,182	67.27	0	0.00
Cutlass Ciera	250,736	100.00	250,736	100.00	0	0.00	0	0.00	200,840	80.10	77,979	[illegible]1.10	0	0.00
Cutlass Supreme (fwd)	94,723	100.00	94,723	100.00	0	0.00	0	0.00	7,010	7.40	73,221	77.30	0	0.00
Cutlass Supreme	27,678	100.00	27,678	100.00	0	0.00	0	0.00	22,419	81.00	10,877	39.30	0	0.00
88 (fwd)	160,913	100.00	160,913	100.00	1,865	1.16	0	0.00	129,164	80.27	23,533	14.62	0	0.00
88 (rwd)	11,114	100.00	11,114	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Olds 98	79,935	100.00	79,935	100.00	11,535	14.43	0	0.00	61,510	76.95	18,213	22.78	0	0.00
Toronado	16,496	100.00	3,217	19.50	1,765	10.70	0	0.00	0	0.00	16,216	98.30	0	0.00
Pontiac Total	712,334	96.35	739,323	100.00	15,950	2.16	101,638	13.75	142,956	19.34	416,375	56.32	0	0.00
Fiero	0	0.00	26,402	100.00	0	0.00	0	0.00	0	0.00	26,386	99.94	0	0.00
Firebird	62,467	100.00	62,467	100.00	0	0.00	15,281	24.46	0	0.00	62,467	100.00	0	0.00
Sunbird	93,107	99.37	93,694	100.00	0	0.00	0	0.00	11,977	12.78	58,719	62.67	0	0.00
Grand Am	235,371	100.00	235,371	100.00	0	0.00	0	0.00	25,079	10.66	125,588	53.36	0	0.00
Grand Prix	86,357	100.00	86,357	100.00	0	0.00	86,357	100.00	2,689	3.11	40,533	46.94	0	0.00
Pontiac 6000	120,055	100.00	120,055	100.00	2,440	2.03	0	0.00	64,446	53.68	32,915	27.42	0	0.00
Bonneville	108,580	100.00	108,580	100.00	13,510	12.44	0	0.00	32,368	29.81	69,767	64.25	0	0.00
Safari/Paris.	6,397	100.00	6,397	100.00	0	0.00	0	0.00	6,397	100.00	0	0.00	0	0.00
HONDA	**338,873**	**93.10**	**364,000**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
Civic	64,611	72.00	89,738	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Accord	274,262	100.00	274,262	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
MAZDA	**60,156**	**100.00**	**60,156**	**100.00**	**1,804**	**3.00**	**0**	**0.00**	**0**	**0.00**	**31,064**	**51.64**	**0**	**0.00**
NISSAN	**42,189**	**46.22**	**91,281**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
NUMMI	**98,268**	**87.71**	**112,034**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**2,344**	**2.09**	**0**	**0.00**
Corolla	36,397	88.95	40,918	100.00	0	0.00	0	0.00	0	0.00	125	0.30	0	0.00
Nova	61,871	87.00	71,116	100.00	0	0.00	0	0.00	0	0.00	2,219	3.12	0	0.00
VOLKSWAGEN	**16,563**	**41.78**	**39,647**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**39,647**	**100.00**	**0**	**0.00**
Golf/GTI	13,534	52.67	25,697	100.00	0	0.00	0	0.00	0	0.00	25,697	100.00	0	0.00
Jetta	3,029	21.71	13,950	100.00	0	0.00	0	0.00	0	0.00	13,950	100.00	0	0.00
Total Cars, U.S.	**7,967,143**	**97.88**	**8,026,019**	**98.61**	**218,459**	**2.68**	**442,594**	**5.44**	**2,937,645**	**36.09**	**2,437,701**	**29.95**	**685,451**	**8.42**

OPTIONS/EQUIPMENT

Roof and convenience options on 1988 U.S. models

	Vinyl Roofs	Percent of Output	Electric Slide Sunroofs	Percent of Output	Pop-Up Sunroofs	Percent of Output	T-Roofs	Percent of Output	Power Locks	Percent of Output	Power Windows	Percent of Output	Power Side Mirrors	Percent of Output
CHRYSLER MOTORS	**88,335**	**7.78**	**3,890**	**0.34**	**28,031**	**2.47**	**8,758**	**0.77**	**410,842**	**36.16**	**328,523**	**26.92**	**909,439**	**80.05**
Plymouth Total	1,441	0.41	0	0.00	7,405	2.11	0	0.00	50,440	14.41	17,466	4.99	338,707	96.73
Horizon	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	66,997	100.00
Sundance	0	0.00	0	0.00	7,405	7.30	0	0.00	19,680	19.40	7,811	7.70	101,441	100.00
Reliant	0	0.00	0	0.00	0	0.00	0	0.00	20,156	13.60	0	0.00	148,209	100.00
Caravelle	0	0.00	0	0.00	0	0.00	0	0.00	6,419	29.10	6,419	29.10	22,060	100.00
Gran Fury	1,441	12.60	0	0.00	0	0.00	0	0.00	4,185	36.60	3,236	28.30	0	0.00
Chrysler Total	80,103	28.18	2,431	0.86	2,929	1.03	0	0.00	225,791	79.44	215,372	75.78	152,575	53.68
LeBaron K	26,764	92.00	0	0.00	0	0.00	0	0.00	10,880	37.40	10,909	37.50	29,091	100.00
LeBaron J	0	0.00	0	0.00	2,929	3.10	0	0.00	64,336	68.10	68,776	72.80	94,473	100.00
LeBaron GTS	0	0.00	0	0.00	0	0.00	0	0.00	10,208	52.60	8,151	42.00	19,406	100.00
New Yorker E-Class	9,605	100.00	0	0.00	0	0.00	0	0.00	9,605	100.00	9,605	100.00	9,605	100.00
New Yorker C-Class	0	0.00	1,157	1.40	0	0.00	0	0.00	82,616	100.00	68,902	83.40	0	0.00
Fifth Avenue	43,734	89.20	1,275	2.60	0	0.00	0	0.00	48,146	98.20	49,029	100.00	0	0.00
Dodge Total	6,792	1.35	1,458	0.29	17,698	3.53	8,758	1.75	134,611	26.83	95,685	19.07	418,157	83.34
Daytona	0	0.00	0	0.00	10,554	14.10	8,758	11.70	16,467	22.00	22,530	30.10	74,852	100.00
Omni	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	64,740	100.00
Shadow	0	0.00	0	0.00	7,143	6.70	0	0.00	16,099	15.10	9,489	8.90	106,619	100.00
Aries	0	0.00	0	0.00	0	0.00	0	0.00	19,747	15.00	0	0.00	131,649	100.00
Dodge 600	0	0.00	0	0.00	0	0.00	0	0.00	6,515	30.70	6,515	30.70	21,221	100.00
Dynasty	0	0.00	0	0.00	0	0.00	0	0.00	59,012	86.60	42,930	63.00	5,247	7.70
Lancer	0	0.00	1,189	8.60	0	0.00	0	0.00	6,085	44.00	4,882	35.30	13,829	100.00
Diplomat	6,792	32.80	269	1.30	0	0.00	0	0.00	10,685	51.60	9,339	45.10	0	0.00
FORD MOTOR CO.	**402,739**	**16.12**	**97,776**	**3.91**	**50,206**	**2.01**	**4,919**	**0.20**	**1,624,293**	**65.03**	**1,308,080**	**52.37**	**1,172,382**	**46.94**
Ford Division	80,559	4.88	32,451	1.96	38,298	2.32	4,919	0.30	960,934	58.17	646,533	39.14	968,763	58.64
Escort	0	0.00	0	0.00	9,059	2.15	0	0.00	0	0.00	0	0.00	422,035	100.00
Mustang	0	0.00	0	0.00	22,477	10.64	4,919	2.33	203,410	96.30	140,042	66.30	108,147	51.20
Probe	0	0.00	0	0.00	6,762	14.87	0	0.00	19,502	42.90	11,547	25.40	45,460	100.00
Tempo	0	0.00	0	0.00	0	0.00	0	0.00	265,333	84.70	33,519	10.70	313,262	100.00
Crown Victoria	80,559	64.35	0	0.00	0	0.00	0	0.00	97,147	77.60	92,014	73.50	0	0.00
Taurus	0	0.00	13,429	3.46	0	0.00	0	0.00	234,484	60.50	226,733	58.50	42,606	10.99
Thunderbird	0	0.00	19,023	12.92	0	0.00	0	0.00	141,059	95.80	142,678	96.90	37,252	25.30
L-M Division	322,180	38.09	65,325	7.72	11,907	1.41	0	0.00	663,358	78.43	661,547	78.22	203,619	24.07
Mercury Total	121,067	21.42	0	0.00	11,907	2.11	0	0.00	328,699	67.72	380,888	67.40	203,619	36.03
Tracer/Lynx	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	91,733	100.00
Topaz	0	0.00	0	0.00	0	0.00	0	0.00	42,293	37.80	34,797	31.10	111,886	100.00
Grand Marquis	121,067	100.00	0	0.00	0	0.00	0	0.00	118,525	97.90	121,067	100.00	0	0.00
Cougar	0	0.00	0	0.00	8,238	6.91	0	0.00	112,846	94.70	113,442	95.20	0	0.00
Sable	0	0.00	0	0.00	3,670	3.03	0	0.00	109,035	89.90	111,582	92.00	0	0.00
Lincoln Total	201,113	71.66	65,325	23.28	0	0.00	0	0.00	280,659	100.00	280,659	100.00	0	0.00
Continental	0	0.00	12,867	31.16	0	0.00	0	0.00	41,287	100.00	41,287	100.00	0	0.00
Lincoln	201,113	100.00	14,199	7.06	0	0.00	0	0.00	201,113	100.00	201,113	100.00	0	0.00
Mark VII	0	0.00	38,259	100.00	0	0.00	0	0.00	38,259	100.00	38,259	100.00	0	0.00
GENERAL MOTORS	**231,778**	**6.04**	**30,165**	**0.79**	**80,093**	**2.09**	**76,427**	**1.99**	**1,945,450**	**50.68**	**2,064,531**	**53.79**	**1,267,351**	**33.02**
Buick Total	44,177	7.64	5,536	0.96	5,584	0.97	0	0.00	459,449	79.47	410,635	71.03	100,904	17.45
Skyhawk	0	0.00	0	0.00	0	0.00	0	0.00	12,091	41.50	1,020	3.50	29,134	100.00
Century	7,393	6.53	0	0.00	0	0.00	0	0.00	80,753	71.30	61,159	54.00	31,604	27.90
Regal (fwd)	0	0.00	0	0.00	0	0.00	0	0.00	95,031	73.10	101,531	78.10	0	0.00
Somerset/Skylark	0	0.00	0	0.00	5,584	10.19	0	0.00	31,012	56.60	18,081	33.00	40,166	73.31
LeSabre (fwd)	17,862	13.13	0	0.00	0	0.00	0	0.00	125,977	92.60	114,277	84.00	0	0.00
LeSabre (rwd)	0	0.00	0	0.00	0	0.00	0	0.00	9,524	98.60	9,321	96.50	0	0.00
Electra (fwd)	17,046	18.55	4,504	4.90	0	0.00	0	0.00	91,729	99.80	91,913	100.00	0	0.00
Reatta	0	0.00	0	0.00	0	0.00	0	0.00	4,708	100.00	4,708	100.00	0	0.00
Riviera	1,876	21.75	1,032	11.97	0	0.00	0	0.00	8,625	100.00	8,625	100.00	0	0.00
Cadillac Total	7,767	2.87	7,421	2.74	0	0.00	0	0.00	31,331	11.57	270,844	100.00	0	0.00
Cimarron	0	0.00	0	0.00	0	0.00	0	0.00	6,454	100.00	6,454	100.00	0	0.00
Allante	0	0.00	0	0.00	0	0.00	0	0.00	2,569	100.00	2,569	100.00	0	0.00
Brougham (rwd)	4,844	9.12	1,792	3.37	0	0.00	0	0.00	5,170	9.73	53,130	100.00	0	0.00
DeVille (fwd)	0	0.00	2,102	1.38	0	0.00	0	0.00	6,360	4.17	152,513	100.00	0	0.00
Eldorado	1,583	4.77	2,425	7.30	0	0.00	0	0.00	6,031	18.16	33,210	100.00	0	0.00
Seville	1,340	5.83	1,103	4.80	0	0.00	0	0.00	4,747	20.67	22,968	100.00	0	0.00
Chevrolet Total	125,420	8.44	0	0.00	32,043	2.16	49,044	3.30	649,680	43.72	555,546	37.39	578,277	38.92
Camaro	0	0.00	0	0.00	0	0.00	41,005	42.59	43,998	45.70	60,653	63.00	0	0.00
Cavalier	0	0.00	0	0.00	26,104	8.08	0	0.00	107,539	33.30	50,701	15.70	251,863	77.99
Celebrity	0	0.00	0	0.00	0	0.00	0	0.00	112,945	43.70	99,506	38.50	101,292	39.19
Corsica	0	0.00	0	0.00	0	0.00	0	0.00	101,907	35.00	83,855	28.80	144,426	49.60
Beretta	0	0.00	0	0.00	848	0.31	0	0.00	106,188	36.60	100,411	36.50	80,696	29.33
Monte Carlo	4,601	15.25	0	0.00	0	0.00	8,039	26.64	20,820	69.00	20,398	67.60	0	0.00
Caprice	120,819	63.90	0	0.00	0	0.00	0	0.00	133,495	70.60	117,233	62.00	0	0.00
Corvette	0	0.00	0	0.00	5,091	22.34	0	0.00	22,789	100.00	22,789	100.00	0	0.00
Oldsmobile Total	54,415	7.12	8,158	1.07	11,665	1.53	0	0.00	467,125	61.13	516,056	67.54	187,074	24.48
Firenza	0	0.00	0	0.00	0	0.00	0	0.00	2,520	20.55	2,520	20.55	12,260	100.00
Calais	0	0.00	0	0.00	6,348	5.76	0	0.00	44,520	40.37	44,624	40.47	98,340	89.18
Cutlass Ciera	0	0.00	0	0.00	2,006	0.80	0	0.00	169,498	67.60	143,170	57.10	76,474	30.50
Cutlass Supreme (fwd)	0	0.00	0	0.00	0	0.00	0	0.00	64,412	68.00	71,232	75.20	0	0.00
Cutlass Supreme	16,192	58.50	0	0.00	2,325	8.40	0	0.00	16,911	61.10	19,458	70.30	0	0.00
88 (fwd)	21,781	13.54	0	0.00	986	0.61	0	0.00	135,820	84.41	128,166	79.65	0	0.00
88 (rwd)	0	0.00	0	0.00	0	0.00	0	0.00	10,799	97.17	10,456	94.08	0	0.00
Olds 98	16,442	20.57	4,941	6.18	0	0.00	0	0.00	12,518	15.66	79,935	100.00	0	0.00
Toronado	0	0.00	3,217	19.50	0	0.00	0	0.00	10,129	61.40	16,496	100.00	0	0.00
Pontiac Total	0	0.00	9,049	1.22	30,801	4.17	27,383	3.70	337,864	45.70	311,450	42.13	401,096	54.25
Fiero	0	0.00	0	0.00	9,653	36.56	1,306	4.95	8,751	33.15	3,521	13.33	14,323	54.25
Firebird	0	0.00	0	0.00	0	0.00	26,077	41.75	39,413	63.09	43,922	70.31	0	0.00
Sunbird	0	0.00	0	0.00	5,460	5.83	0	0.00	8,708	9.29	6,559	7.00	93,694	100.00
Grand Am	0	0.00	404	0.17	15,687	6.66	0	0.00	66,971	28.45	77,498	32.93	235,371	100.00
Grand Prix	0	0.00	0	0.00	0	0.00	0	0.00	60,780	70.38	65,093	75.38	0	0.00
Pontiac 6000	0	0.00	0	0.00	0	0.00	0	0.00	61,696	51.39	46,118	38.41	57,708	48.07
Bonneville	0	0.00	8,645	7.96	0	0.00	0	0.00	85,897	79.11	63,410	58.40	0	0.00
Paris./Safari	0	0.00	0	0.00	0	0.00	0	0.00	5,647	88.28	5,329	83.31	0	0.00
HONDA	**0**	**0.00**	**98,734**	**27.12**	**0**	**0.00**	**0**	**0.00**	**248,821**	**68.36**	**248,821**	**68.36**	**364,000**	**100.00**
Civic	0	0.00	0	0.00	0	0.00	0	0.00	40,382	45.00	40,382	45.00	89,738	100.00
Accord	0	0.00	98,734	36.00	0	0.00	0	0.00	208,439	76.00	208,439	76.00	274,262	100.00
MAZDA	**0**	**0.00**	**36,235**	**60.24**	**0**	**0.00**	**0**	**0.00**	**31,064**	**51.64**	**31,064**	**51.64**	**60,156**	**100.00**
NISSAN	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**91,281**	**100.00**
NUMMI	**0**	**0.00**	**313**	**0.28**	**0**	**0.00**	**0**	**0.00**	**42,918**	**38.31**	**681**	**0.61**	**112,034**	**100.00**
Corolla	0	0.00	313	0.77	0	0.00	0	0.00	38	0.09	38	0.09	40,918	100.00
Nova	0	0.00	0	0.00	0	0.00	0	0.00	42,880	60.30	643	0.90	71,116	100.00
VOLKSWAGEN	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**984**	**2.48**	**2,683**	**6.77**	**39,647**	**100.00**
Golf/GTI	0	0.00	0	0.00	0	0.00	0	0.00	984	3.83	984	3.83	25,697	100.00
Jetta	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	1,699	12.18	13,950	100.00
Total Cars, U.S.	**722,853**	**8.88**	**267,114**	**3.28**	**158,330**	**1.95**	**90,104**	**1.11**	**4,304,371**	**52.88**	**3,984,384**	**48.95**	**4,016,291**	**49.34**

OPTIONS/EQUIPMENT

Miscellaneous options on 1988 U.S. models

	Tinted Glass	Percent of Output	Digital Clocks	Percent of Output	Two-Tone Paint	Percent of Output	Automatic Seatbelts	Percent of Output	Airbags	Percent of Output
CHRYSLER MOTORS	**1,120,005**	**98.58**	**1,107,744**	**97.50**	**31,708**	**2.79**	**64,608**	**5.69**	**58,730**	**5.17**
Plymouth Total	341,397	97.50	337,966	96.52	15,368	4.39	33,476	9.56	3,144	0.90
Horizon	66,997	100.00	56,411	84.20	0	0.00	0	0.00	0	0.00
Sundance	101,441	100.00	101,441	100.00	14,202	14.00	33,476	33.00	0	0.00
Reliant	139,465	94.10	148,209	100.00	0	0.00	0	0.00	0	0.00
Caravelle	22,060	100.00	22,060	100.00	0	0.00	0	0.00	0	0.00
Gran Fury	11,434	100.00	9,845	86.10	1,166	10.20	0	0.00	3,144	27.50
Chrysler Total	284,220	100.00	284,220	100.00	14,265	5.02	0	0.00	27,468	9.66
LeBaron K	29,091	100.00	29,091	100.00	0	0.00	0	0.00	0	0.00
LeBaron J	94,473	100.00	94,473	100.00	14,265	15.10	0	0.00	26,830	28.40
LeBaron GTS	19,406	100.00	19,406	100.00	0	0.00	0	0.00	0	0.00
New Yorker E-Class	9,605	100.00	9,605	100.00	0	0.00	0	0.00	0	0.00
New Yorker C-Class	82,616	100.00	82,616	100.00	0	0.00	0	0.00	0	0.00
Fifth Avenue	49,029	100.00	49,029	100.00	0	0.00	0	0.00	637	1.30
Dodge Total	494,389	98.53	485,557	96.77	2,074	0.41	31,133	6.20	28,118	5.60
Daytona	74,852	100.00	74,852	100.00	0	0.00	0	0.00	25,674	34.30
Omni	64,740	100.00	53,734	83.00	0	0.00	0	0.00	0	0.00
Shadow	106,619	100.00	106,619	100.00	0	0.00	31,133	29.20	0	0.00
Aries	124,277	94.40	131,649	100.00	0	0.00	0	0.00	0	0.00
Dodge 600	21,221	100.00	21,221	100.00	0	0.00	0	0.00	0	0.00
Dynasty	68,143	100.00	68,143	100.00	0	0.00	0	0.00	0	0.00
Lancer	13,829	100.00	13,829	100.00	2,074	15.00	0	0.00	0	0.00
Diplomat	20,708	100.00	15,510	74.90	0	0.00	0	0.00	2,444	11.80
FORD MOTOR CO.	**2,425,373**	**97.10**	**2,147,009**	**85.96**	**160,607**	**6.43**	**111,886**	**4.48**	**13,470**	**0.54**
Ford Division	1,579,581	95.62	1,461,504	88.47	115,500	6.99	0	0.00	10,338	0.63
Escort	359,574	85.20	326,655	77.40	54,443	12.90	0	0.00	0	0.00
Mustang	202,776	96.00	211,225	100.00	32,740	15.50	0	0.00	0	0.00
Probe	43,960	96.70	45,460	100.00	0	0.00	0	0.00	0	0.00
Tempo	313,262	100.00	313,262	100.00	16,603	5.30	0	0.00	10,338	3.30
Crown Victoria	125,189	100.00	77,367	61.80	5,383	4.30	0	0.00	0	0.00
Taurus	387,577	100.00	340,293	87.80	0	0.00	0	0.00	0	0.00
Thunderbird	147,243	100.00	147,243	100.00	6,331	4.30	0	0.00	0	0.00
L-M Division	845,792	100.00	685,505	81.05	45,107	5.33	111,886	13.23	3,133	0.37
Mercury Total	565,133	100.00	565,133	100.00	38,069	6.74	111,886	19.80	3,133	0.55
Tracer/Lynx	91,733	100.00	91,733	100.00	0	0.00	0	0.00	0	0.00
Topaz	111,886	100.00	111,886	100.00	19,692	17.60	111,886	100.00	3,133	2.80
Grand Marquis	121,067	100.00	121,067	100.00	9,201	7.60	0	0.00	0	0.00
Cougar	119,162	100.00	119,162	100.00	9,175	7.70	0	0.00	0	0.00
Sable	121,285	100.00	121,285	100.00	0	0.00	0	0.00	0	0.00
Lincoln Total	280,659	100.00	120,372	42.89	7,039	2.51	0	0.00	0	0.00
Continental	41,287	100.00	41,287	100.00	0	0.00	0	0.00	0	0.00
Lincoln	201,113	100.00	40,826	20.30	7,039	3.50	0	0.00	0	0.00
Mark VII	38,259	100.00	38,259	100.00	0	0.00	0	0.00	0	0.00
GENERAL MOTORS	**3,751,840**	**97.74**	**3,684,116**	**95.98**	**280,581**	**7.31**	**553,963**	**14.43**	**2,896**	**0.08**
Buick Total	578,134	100.00	575,730	99.58	14,497	2.51	123,664	21.39	0	0.00
Skyhawk	29,134	100.00	29,134	100.00	0	0.00	0	0.00	0	0.00
Century	113,258	100.00	112,805	99.60	5,436	4.80	0	0.00	0	0.00
Regal (fwd)	130,001	100.00	129,351	99.50	0	0.00	0	0.00	0	0.00
Somerset/Skylark	54,792	100.00	54,682	99.80	6,301	11.50	0	0.00	0	0.00
LeSabre (fwd)	136,044	100.00	135,772	99.80	0	0.00	123,664	90.90	0	0.00
LeSabre (rwd)	9,659	100.00	9,659	100.00	0	0.00	0	0.00	0	0.00
Electra (fwd)	91,913	100.00	90,994	99.00	0	0.00	0	0.00	0	0.00
Reatta	4,708	100.00	4,708	100.00	0	0.00	0	0.00	0	0.00
Riviera	8,625	100.00	8,625	100.00	2,760	32.00	0	0.00	0	0.00
Cadillac Total	270,844	100.00	270,844	100.00	11,248	4.15	0	0.00	0	0.00
Cimarron	6,454	100.00	6,454	100.00	0	0.00	0	0.00	0	0.00
Allante	2,569	100.00	2,569	100.00	0	0.00	0	0.00	0	0.00
Brougham (rwd)	53,130	100.00	53,130	100.00	0	0.00	0	0.00	0	0.00
DeVille (fwd)	152,513	100.00	152,513	100.00	2,623	1.72	0	0.00	0	0.00
Eldorado	33,210	100.00	33,210	100.00	6,327	19.05	0	0.00	0	0.00
Seville	22,968	100.00	22,968	100.00	2,298	10.01	0	0.00	0	0.00
Chevrolet Total	1,413,880	95.15	1,338,787	90.09	115,263	7.76	0	0.00	0	0.00
Camaro	91,076	94.60	73,265	76.10	0	0.00	0	0.00	0	0.00
Cavalier	267,393	82.80	269,977	83.60	0	0.00	0	0.00	0	0.00
Celebrity	258,456	100.00	250,961	97.10	31,790	12.30	0	0.00	0	0.00
Corsica	279,808	96.10	277,478	95.30	41,345	14.20	0	0.00	0	0.00
Beretta	275,098	100.00	238,510	86.70	27,785	10.10	0	0.00	0	0.00
Monte Carlo	30,174	100.00	29,389	97.40	2,052	6.80	0	0.00	0	0.00
Caprice	189,086	100.00	176,417	93.30	12,291	6.50	0	0.00	0	0.00
Corvette	22,789	100.00	22,789	100.00	0	0.00	0	0.00	0	0.00
Oldsmobile Total	763,885	99.97	762,521	99.79	0	0.00	0	0.00	2,896	0.38
Firenza	12,125	98.90	12,260	100.00	0	0.00	0	0.00	0	0.00
Calais	110,276	100.00	109,928	99.68	0	0.00	0	0.00	0	0.00
Cutlass Ciera	250,736	100.00	249,984	99.70	0	0.00	0	0.00	0	0.00
Cutlass Supreme (fwd)	94,723	100.00	94,628	99.90	0	0.00	0	0.00	0	0.00
Cutlass Supreme	27,567	99.60	27,567	99.60	0	0.00	0	0.00	0	0.00
88 (fwd)	160,913	100.00	160,636	99.83	0	0.00	0	0.00	2,896	1.80
88 (rwd)	11,114	100.00	11,105	99.92	0	0.00	0	0.00	0	0.00
Olds 98	79,935	100.00	79,917	99.98	0	0.00	0	0.00	0	0.00
Toronado	16,496	100.00	16,496	100.00	0	0.00	0	0.00	0	0.00
Pontiac Total	725,097	98.08	736,234	99.58	139,573	18.88	430,299	58.20	0	0.00
Fiero	18,972	71.86	26,175	99.14	0	0.00	0	0.00	0	0.00
Firebird	61,068	97.76	61,986	99.23	17,172	27.49	0	0.00	0	0.00
Sunbird	88,297	94.24	93,188	99.46	4,610	4.92	0	0.00	0	0.00
Grand Am	235,371	100.00	234,265	99.53	38,967	16.56	235,371	100.00	0	0.00
Grand Prix	86,357	100.00	86,314	99.95	24,154	27.97	86,348	99.99	0	0.00
Pontiac 6000	120,055	100.00	119,599	99.62	33,171	27.63	0	0.00	0	0.00
Bonneville	108,580	100.00	108,482	99.91	21,499	19.80	108,580	100.00	0	0.00
Safari/Parisienne	6,397	100.00	6,225	97.31	0	0.00	0	0.00	0	0.00
HONDA	**364,000**	**100.00**	**364,000**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
Civic	89,738	100.00	89,738	100.00	0	0.00	0	0.00	0	0.00
Accord	274,262	100.00	274,262	100.00	0	0.00	0	0.00	0	0.00
MAZDA	**0**	**0.00**	**60,156**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
NISSAN	**64,627**	**70.80**	**10,497**	**11.50**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
NUMMI	**112,034**	**100.00**	**71,525**	**63.84**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
Corolla	40,918	100.00	409	1.00	0	0.00	0	0.00	0	0.00
Nova	71,116	100.00	71,116	100.00	0	0.00	0	0.00	0	0.00
VOLKSWAGEN	**39,647**	**100.00**	**39,647**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
Golf/GTI	25,697	100.00	25,697	100.00	0	0.00	0	0.00	0	0.00
Jetta	13,950	100.00	13,950	100.00	0	0.00	0	0.00	0	0.00
Total Cars, U.S.	**7,877,526**	**96.78**	**7,484,695**	**91.96**	**472,896**	**5.81**	**730,458**	**8.97**	**75,097**	**0.92**

OPTIONS/EQUIPMENT

Engine options on 1988 import models

	V-8 Gasoline	Percent of Installation	6-Cylinder Gasoline	Percent of Installation	4-Cylinder Gasoline	Percent of Installation	Multi-Valve Engine	Percent of Installation	Turbo-charging	Percent of Installation	Fuel Injection	Percent of Installation	Diesel	Percent of Installation
ACURA	**0**	**0.00**	**69,406**	**54.46**	**58,029**	**45.54**	**127,435**	**100.00**	**0**	**0.00**	**127,435**	**100.00**	**0**	**0.00**
Legend	0	0.00	69,406	100.00	0	0.00	69,406	100.00	0	0.00	69,406	100.00	0	0.00
Integra	0	0.00	0	0.00	58,029	100.00	58,029	100.00	0	0.00	58,029	100.00	0	0.00
ALFA ROMEO	**0**	**0.00**	**2,316**	**51.94**	**2,143**	**48.06**	**0**	**0.00**	**0**	**0.00**	**4,459**	**100.00**	**0**	**0.00**
Milano	0	0.00	2,316	100.00	0	0.00	0	0.00	0	0.00	2,316	100.00	0	0.00
Spider	0	0.00	0	0.00	2,143	100.00	0	0.00	0	0.00	2,143	100.00	0	0.00
AUDI	**0**	**0.00**	**0**	**0.00**	**23,899**	**100.00**	**0**	**0.00**	**2,012**	**8.42**	**23,899**	**100.00**	**0**	**0.00**
80/90	NA	0.00	NA	0.00	15,989	100.00	NA	0.00	NA	100.00	15,989	100.00	NA	0.00
5000	NA	0.00	NA	0.00	7,910	100.00	NA	0.00	NA	0.00	7,910	100.00	NA	0.00
BMW	**0**	**0.00**	**68,270**	**92.18**	**2,861**	**3.86**	**0**	**0.00**	**0**	**0.00**	**74,063**	**100.00**	**0**	**0.00**
3-Series	0	0.00	29,120	100.00	0	0.00	0	0.00	0	0.00	29,120	100.00	0	0.00
5-Series	0	0.00	21,410	100.00	0	0.00	0	0.00	0	0.00	21,410	100.00	0	0.00
6-Series	0	0.00	2,468	100.00	0	0.00	0	0.00	0	0.00	2,468	100.00	0	0.00
7-Series	0	0.00	18,133	86.10	0	0.00	0	0.00	0	0.00	21,065	100.00	0	0.00
CHEVROLET	**0**	**0.00**	**0**	**0.00**	**74,166**	**64.71**	**0**	**0.00**	**3,371**	**2.94**	**0**	**0.00**	**0**	**0.00**
Spectrum	0	0.00	0	0.00	59,533	97.00	0	0.00	1,823	3.00	0	0.00	0	0.00
Sprint	0	0.00	0	0.00	14,633	27.50	0	0.00	1,548	2.90	0	0.00	0	0.00
CHRYSLER MOTORS	**0**	**0.00**	**0**	**0.00**	**134,976**	**100.00**	**0**	**0.00**	**11,582**	**8.58**	**63,412**	**46.98**	**0**	**0.00**
Colt	0	0.00	0	0.00	84,606	100.00	0	0.00	1,982	2.30	13,042	15.40	0	0.00
Conquest	0	0.00	0	0.00	9,600	100.00	0	0.00	9,600	100.00	9,600	100.00	0	0.00
Vista	0	0.00	0	0.00	18,524	100.00	0	0.00	0	0.00	18,524	100.00	0	0.00
Medallion	0	0.00	0	0.00	22,246	100.00	0	0.00	0	0.00	22,246	100.00	0	0.00
DAIHATSU*	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
FORD Festiva	**0**	**0.00**	**0**	**0.00**	**98,517**	**100.00**	**98,517**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
HONDA	**0**	**0.00**	**0**	**0.00**	**649,158**	**100.00**	**637,037**	**98.13**	**0**	**0.00**	**391,935**	**60.38**	**0**	**0.00**
Civic	0	0.00	0	0.00	223,781	100.00	211,660	96.00	0	0.00	223,781	100.00	0	0.00
Accord	0	0.00	0	0.00	362,119	100.00	362,119	100.00	0	0.00	126,680	35.00	0	0.00
Prelude	0	0.00	0	0.00	63,258	100.00	63,258	100.00	0	0.00	41,474	66.00	0	0.00
ISUZU	**0**	**0.00**	**0**	**0.00**	**25,951**	**100.00**	**0**	**0.00**	**3,212**	**12.38**	**9,000**	**34.68**	**0**	**0.00**
I-Mark	0	0.00	0	0.00	18,276	100.00	0	0.00	1,325	7.00	1,325	7.00	0	0.00
Impulse	0	0.00	0	0.00	7,675	100.00	0	0.00	1,887	25.00	7,675	100.00	0	0.00
JAGUAR**	**0**	**0.00**	**15,944**	**76.92**	**0**	**0.00**	**15,944**	**76.92**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
MERCURY	**0**	**0.00**	**16,067**	**71.89**	**6,281**	**28.11**	**0**	**0.00**	**0**	**0.00**	**22,348**	**100.00**	**0**	**0.00**
XR4Ti	0	0.00	0	0.00	6,281	100.00	0	0.00	0	0.00	6,281	100.00	0	0.00
Scorpio	0	0.00	16,067	100.00	0	0.00	0	0.00	0	0.00	16,067	100.00	0	0.00
MERCEDES-BENZ	**27,405**	**35.16**	**36,739**	**47.13**	**13,143**	**16.86**	**0**	**0.00**	**0**	**0.00**	**77,945**	**100.00**	**658**	**0.84**
190	0	0.00	1,649	10.60	13,143	85.10	0	0.00	0	0.00	15,450	100.00	658	4.30
260/300	0	0.00	26,368	100.00	0	0.00	0	0.00	0	0.00	26,368	100.00	0	0.00
300/420/560 SEL	13,329	60.50	8,722	39.60	0	0.00	0	0.00	0	0.00	22,051	100.00	0	0.00
560 SL	12,450	100.00	0	0.00	0	0.00	0	0.00	0	0.00	12,450	100.00	0	0.00
560 SEC	1,626	100.00	0	0.00	0	0.00	0	0.00	0	0.00	1,626	100.00	0	0.00
MITSUBISHI	**0**	**0.00**	**8,591**	**15.13**	**46,441**	**84.40**	**0**	**0.00**	**3,331**	**5.86**	**11,922**	**20.99**	**0**	**0.00**
Starion	0	0.00	0	0.00	3,331	100.00	0	0.00	3,331	100.00	3,331	100.00	0	0.00
Cordia	0	0.00	0	0.00	7,286	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Mirage	0	0.00	0	0.00	10,462	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Tredia	0	0.00	0	0.00	585	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Galant Sigma	0	0.00	8,591	100.00	0	0.00	0	0.00	0	0.00	8,591	100.00	0	0.00
Precis	0	0.00	0	0.00	24,777	100.00	0	0.00	0	0.00	0	0.00	0	0.00
NISSAN	**0**	**0.00**	**97,343**	**42.08**	**134,012**	**57.92**	**29,436**	**12.72**	**3,546**	**1.53**	**231,355**	**100.00**	**0**	**0.00**
Sentra	0	0.00	0	0.00	23,532	100.00	1,813	8.00	0	0.00	23,532	100.00	0	0.00
Pulsar	0	0.00	0	0.00	44,317	100.00	14,321	32.00	0	0.00	44,317	100.00	0	0.00
Stanza	0	0.00	0	0.00	37,798	100.00	0	0.00	0	0.00	37,798	100.00	0	0.00
Maxima	0	0.00	74,451	100.00	0	0.00	0	0.00	0	0.00	74,451	100.00	0	0.00
200SX/240SX	0	0.00	3,535	11.00	28,365	89.00	13,302	42.00	0	0.00	31,900	100.00	0	0.00
300ZX	0	0.00	19,357	100.00	0	0.00	0	0.00	3,546	18.00	19,357	100.00	0	[illegible]
PEUGEOT	**0**	**0.00**	**684**	**21.62**	**2,480**	**78.38**	**0**	**0.00**	**839**	**26.52**	**2,325**	**73.48**	**0**	**[illegible]**
PONTIAC LeMans	**0**	**0.00**	**0**	**0.00**	**85,027**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
PORSCHE	**1,427**	**9.00**	**5,843**	**37.00**	**8,467**	**54.00**	**1,971**	**12.50**	**2,984**	**19.00**	**15,737**	**100.00**	**0**	**0.00**
SAAB	**0**	**0.00**	**0**	**0.00**	**37,965**	**100.00**	**31,066**	**81.83**	**17,092**	**45.02**	**37,965**	**100.00**	**0**	**0.00**
900	0	0.00	0	0.00	6,899	100.00	0	0.00	0	0.00	6,899	100.00	0	0.00
900S	0	0.00	0	0.00	10,366	100.00	10,366	100.00	0	0.00	10,366	100.00	0	0.00
900 Turbo	0	0.00	0	0.00	9,351	100.00	9,351	100.00	9,351	100.00	9,351	100.00	0	0.00
9000S	0	0.00	0	0.00	3,608	100.00	3,608	100.00	0	0.00	3,608	100.00	0	0.00
9000 Turbo	0	0.00	0	0.00	7,741	100.00	7,741	100.00	7,741	100.00	7,741	100.00	0	0.00
STERLING	**0**	**0.00**	**8,901**	**100.00**	**0**	**0.00**	**8,901**	**100.00**	**0**	**0.00**	**8,901**	**100.00**	**0**	**0.00**
SUBARU	**0**	**0.00**	**6,892**	**4.77**	**107,829**	**74.58**	**29,865**	**20.66**	**11,202**	**7.75**	**108,231**	**74.86**	**0**	**0.00**
Hatchback	0	0.00	0	0.00	5,808	100.00	0	0.00	0	0.00	0	0.00	0	0.00
3 dr./4 dr./St. Wagon	0	0.00	0	0.00	95,064	100.00	0	0.00	11,202	11.78	94,382	99.28	0	0.00
XT/XT6	0	0.00	6,892	49.77	6,957	50.23	0	0.00	0	0.00	13,849	100.00	0	0.00
Justy	0	0.00	0	0.00	0	0.00	29,865	100.00	0	0.00	0	0.00	0	0.00
TOYOTA	**0**	**0.00**	**50,468**	**8.70**	**528,348**	**91.30**	**0**	**0.00**	**8,368**	**1.35**	**367,503**	**59.35**	**0**	**0.00**
Corolla	0	0.00	0	0.00	151,921	100.00	0	0.00	0	0.00	8,688	5.70	0	0.00
Tercel	0	0.00	0	0.00	100,108	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Camry	0	0.00	18,857	8.70	197,685	91.30	0	0.00	0	0.00	216,542	100.00	0	0.00
Cressida	0	0.00	11,603	100.00	0	0.00	0	0.00	0	0.00	11,603	100.00	0	0.00
Celica	0	0.00	0	0.00	69,118	100.00	0	0.00	0	0.00	69,118	100.00	0	0.00
Supra	0	0.00	20,008	100.00	0	0.00	0	0.00	8,368	41.80	11,640	58.20	0	0.00
MR2	0	0.00	0	0.00	9,516	100.00	0	0.00	0	0.00	9,516	100.00	0	0.00
VOLKSWAGEN	**0**	**0.00**	**0**	**0.00**	**150,409**	**100.00**	**0**	**0.00**	**0**	**0.00**	**150,409**	**100.00**	**0**	**0.00**
Fox	0	0.00	0	0.00	75,891	100.00	0	0.00	0	0.00	75,981	100.00	0	0.00
Jetta	0	0.00	0	0.00	59,897	100.00	0	0.00	0	0.00	59,897	100.00	0	0.00
Cabriolet	0	0.00	0	0.00	10,931	100.00	0	0.00	0	0.00	10,931	100.00	0	0.00
Scirocco	0	0.00	0	0.00	3,690	100.00	0	0.00	0	0.00	3,690	100.00	0	0.00
VOLVO	**0**	**0.00**	**4,848**	**5.22**	**88,056**	**94.78**	**0**	**0.00**	**21,593**	**23.24**	**92,904**	**100.00**	**0**	**0.00**
200-Series	0	0.00	0	0.00	36,630	100.00	0	0.00	0	0.00	36,630	100.00	0	0.00
700-Series	0	0.00	4,848	8.60	51,246	91.40	0	0.00	21,593	38.30	56,274	100.00	0	0.00
Total Cars, Import	**28,832**	**1.03**	**392,312**	**14.06**	**2,276,158**	**81.67**	**980,172**	**35.14**	**89,132**	**3.20**	**1,821,748**	**65.31**	**658**	**0.02**

*Daihatsu models have 3-cylinder gasoline engines

**Jaguar XJS —4,783 units or 23.08 percent— have a V-12 engine

Note: Mazda import options were not available at publication time

Import numbers are based on '88 model car sales in '87 and '88 calendar years.

OPTIONS/EQUIPMENT

Transmission options on 1988 import models

	Automatic Transmission	Percent of Installation	4-Speed Manual	Percent of Installation	5-Speed Manual	Percent of Installation	Four Wheel Drive	Percent of Installation	Limited Slip Differential	Percent of Installation
ACURA	**75,144**	**59.00**	**0**	**0.00**	**52,291**	**41.00**	**0**	**0.00**	**0**	**00.0**
Legend	54,698	79.00	0	0.00	14,708	21.00	0	0.00	0	0.00
Integra	20,446	35.00	0	0.00	37,583	65.00	0	0.00	0	0.00
ALFA ROMEO	**555**	**12.50**	**0**	**0.00**	**3,904**	**87.60**	**0**	**0.00**	**3,465**	**77.70**
Milano	555	24.00	0	0.00	1,761	76.00	0	0.00	1,322	57.00
Spider	0	0.00	0	0.00	2,143	100.00	0	0.00	2,143	100.00
AUDI	**11,866**	**49.65**	**0**	**0.00**	**7,701**	**32.22**	**5,383**	**22.52**	**0**	**0.00**
80/90	6,391	40.08	0	0.00	5,758	36.01	3,840	24.02	0	0.00
5000	5,475	69.20	0	0.00	892	13.99	1,543	19.51	0	0.00
BMW	**52,381**	**70.72**	**4,796**	**6.48**	**21,682**	**29.28**	**1,425**	**1.92**	**36,559**	**49.36**
3-Series	14,669	55.90	0	0.00	11,590	44.10	1,425	5.40	15,681	59.[illegible]
5-Series	15,594	72.80	0	0.00	4,796	22.40	0	0.00	10,044	46.90
6-Series	1,563	63.30	0	0.00	905	36.70	0	0.00	1,036	42.00
7-Series	20,555	97.60	0	0.00	510	2.40	0	0.00	9,798	46.50
CHEVROLET	**55,081**	**48.06**	**0**	**0.00**	**59,526**	**51.94**	**0**	**0.00**	**0**	**0.00**
Spectrum	32,717	53.30	0	0.00	28,640	46.70	0	0.00	0	0.00
Sprint	22,364	42.00	0	0.00	30,886	58.00	0	0.00	0	0.00
CHRYSLER MOTORS	**65,572**	**48.58**	**34,165**	**25.31**	**35,239**	**26.11**	**7,214**	**5.34**	**1,684**	**1.25**
Colt	35,223	41.60	34,165	40.40	15,218	18.00	0	0.00	0	0.00
Conquest	4,128	43.00	0	0.00	5,472	57.00	0	0.00	0	0.00
Vista	8,280	44.70	0	0.00	10,244	55.30	7,214	38.90	1,684	9.10
Medallion	17,941	80.60	0	0.00	4,305	19.30	0	0.00	0	0.00
DAIHATSU	**0**	**0.00**	**0**	**0.00**	**11,460**	**100.00**	**0**	**0.00**	**0**	**0.00**
FORD Festiva	**0**	**0.00**	**66,325**	**67.32**	**32,192**	**32.67**	**0**	**0.00**	**0**	**0.00**
HONDA	**321,198**	**49.48**	**19,135**	**2.95**	**308,825**	**47.57**	**5,099**	**0.79**	**0**	**0.00**
Civic	81,121	36.00	19,135	9.00	123,525	55.00	5,099	2.00	0	0.00
Accord	214,107	59.00	0	0.00	148,012	41.00	0	0.00	0	0.00
Prelude	25,970	41.00	0	0.00	37,288	59.00	0	0.00	0	0.00
ISUZU	**14,143**	**54.49**	**0**	**0.00**	**11,808**	**45.50**	**0**	**0.00**	**1,887**	**7.27**
I-Mark	11,334	62.00	0	0.00	6,942	38.00	0	0.00	0	0.00
Impulse	2,809	37.00	0	0.00	4,866	63.00	0	0.00	1,887	25.00
JAGUAR	**4,783**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**4,783**	**23.08**
MERCURY	**19,189**	**85.87**	**0**	**0.00**	**3,159**	**14.13**	**0**	**0.00**	**0**	**0.00**
XR4Ti	3,202	51.00	0	0.00	3,079	49.00	0	0.00	0	0.00
Scorpio	15,987	99.50	0	0.00	80	0.50	0	0.00	0	0.00
MERCEDES-BENZ	**77,600**	**99.56**	**0**	**0.00**	**345**	**0.44**	**0**	**0.00**	**19,439**	**24.94**
190	15,243	98.66	0	0.00	207	1.34	0	0.00	0	0.00
260/300	26,230	99.50	0	0.00	138	0.50	0	0.00	0	0.00
300/420/560 SEL	22,051	100.00	0	0.00	0	0.00	0	0.00	5,363	24.30
560SL	12,450	100.00	0	0.00	0	0.00	0	0.00	12,450	100.00
560SEC	1,626	100.00	0	0.00	0	0.00	0	0.00	1,626	100.00
MITSUBISHI	**29,024**	**51.59**	**6,754**	**11.89**	**19,254**	**33.90**	**0**	**0.00**	**0**	**0.00**
Starion	1,366	41.00	0	0.00	1,965	59.00	0	0.00	0	0.00
Cordia	3,855	53.00	0	0.00	3,431	47.00	0	0.00	0	0.00
Mirage	7,623	73.00	0	0.00	2,839	27.00	0	0.00	0	0.00
Tredia	519	89.00	0	0.00	66	11.00	0	0.00	0	0.00
Galant Sigma	8,070	94.00	0	0.00	521	6.00	0	0.00	0	0.00
Precis	7,591	31.00	6,754	27.00	10,432	42.00	0	0.00	0	0.00
NISSAN	**122,634**	**53.01**	**0**	**0.00**	**90,496**	**39.12**	**2,408**	**1.04**	**3,506**	**1.52**
Sentra	11,484	49.00	0	0.00	12,048	51.00	2,408	10.00	0	0.00
Pulsar	18,225	41.12	0	0.00	26,092	59.88	0	0.00	0	0.00
Stanza	27,007	71.00	0	0.00	10,791	29.00	0	0.00	0	0.00
Maxima	59,957	81.00	0	0.00	14,494	19.00	0	0.00	0	0.00
200SX/240SX	15,808	50.00	0	0.00	16,092	50.00	0	0.00	0	0.00
300ZX	8,378	43.00	0	0.00	10,979	57.00	0	0.00	3,506	18.00
PEUGEOT	**2,472**	**78.13**	**0**	**0.00**	**692**	**21.87**	**0**	**0.00**	**2,011**	**63.56**
PONTIAC LeMans	**49,909**	**58.70**	**9,270**	**10.90**	**25,848**	**30.40**	**0**	**0.00**	**0**	**0.00**
PORSCHE	**2,249**	**14.30**	**1,104**	**7.00**	**12,385**	**78.70**	**0**	**0.00**	**6,766**	**43.00**
SAAB	**17,842**	**47.00**	**0**	**0.00**	**20,123**	**53.00**	**0**	**0.00**	**0**	**0.00**
900	2,739	40.00	0	0.00	4,160	60.00	0	0.00	0	0.00
900S	4,647	45.00	0	0.00	5,719	55.00	0	0.00	0	0.00
900 Turbo	3,525	38.00	0	0.00	5,826	62.00	0	0.00	0	0.00
9000S	2,405	67.00	0	0.00	1,203	33.00	0	0.00	0	0.00
9000 Turbo	4,526	58.00	0	0.00	3,215	42.00	0	0.00	0	0.00
STERLING	**8,051**	**90.45**	**0**	**0.00**	**850**	**9.55**	**0**	**0.00**	**0**	**0.00**
SUBARU	**56,159**	**38.84**	**2,851**	**1.97**	**85,596**	**59.20**	**64,829**	**44.84**	**3,534**	**2.44**
Hatchback	1,886	32.47	2,851	49.09	1,071	18.44	2,851	49.09	0	0.00
3 dr./4 dr./St. Wagon	47,321	49.78	0	0.00	47,763	50.24	45,158	47.50	3,534	3.72
XT/XT6	6,952	50.20	0	0.00	6,897	49.80	5,497	39.69	0	0.00
Justy	0	0.00	0	0.00	29,865	100.00	11,323	37.91	0	0.00
TOYOTA	**383,628**	**66.30**	**21,803**	**3.52**	**172,256**	**29.80**	**10,294**	**1.78**	**4,493**	**0.73**
Corolla	100,422	66.10	0	0.00	51,499	33.90	2,516	1.70	0	0.00
Tercel	46,359	46.30	21,803	21.80	30,817	30.80	1,600	1.60	0	0.00
Camry	180,727	83.50	0	0.00	35,815	16.5	4,132	1.90	0	0.00
Cressida	11,603	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Celica	32,602	47.20	0	0.00	36,516	52.80	2,046	3.00	0	0.00
Supra	9,587	47.90	0	0.00	10,421	52.10	0	0.00	4,493	22.50
MR2	2,328	24.50	0	0.00	7,188	75.50	0	0.00	0	0.00
VOLKSWAGEN	**28,112**	**18.74**	**82,658**	**54.86**	**39,639**	**26.44**	**0**	**0.00**	**0**	**0.00**
Fox	0	0.00	75,891	100.00	0	0.00	0	0.00	0	0.00
Jetta	23,948	40.00	0	0.00	35,949	60.00	0	0.00	0	0.00
Cabriolet	4,164	38.10	6,767	61.90	0	0.00	0	0.00	0	0.00
Scirroco	0	0.00	0	0.00	3,690	100.00	0	0.00	0	0.00
VOLVO	**82,382**	**88.67**	**0**	**0.00**	**10,522**	**11.33**	**0**	**0.00**	**0**	**0.00**
200-Series	29,761	81.20	0	0.00	6,869	18.80	0	0.00	0	0.00
700-Series	52,621	93.50	0	0.00	3,653	6.50	0	0.00	0	0.00
Total Cars, Import	**1,479,974**	**53.06**	**248,861**	**8.92**	**1,026,793**	**38.77**	**181,417**	**3.64**	**88,127**	**3.16**

Note: Mazda import options were not available at publication time

OPTIONS/EQUIPMENT

Radio options on 1988 import models

	AM Only	Percent of Installation	AM/FM Stereo	Percent of Installation	AM/FM Stereo w/Cassette	Percent of Installation	AM/FM Stereo w/Cassette Graphic Equalizer	Percent of Installation	AM/FM Stereo w/Compact Disc Player	Percent of Installation
ACURA	**0**	**0.00**	**0**	**0.00**	**49,767**	**39.05**	**61,734**	**48.44**	**0**	**0.00**
Legend	0	0.00	0	0.00	7,672	11.00	61,734	89.00	0	0.00
Integra	0	0.00	0	0.00	42,095	73.00	0	0.00	0	0.00
ALFA ROMEO	**0**	**0.00**	**0**	**0.00**	**3,695**	**82.87**	**0**	**0.00**	**0**	**0.00**
Milano	0	0.00	0	0.00	2,316	100.00	0	0.00	0	0.00
Spider	0	0.00	0	0.00	1,379	64.00	0	0.00	0	0.00
AUDI	**0**	**0.00**	**0**	**0.00**	**22,653**	**94.79**	**0**	**0.00**	**0**	**0.00**
80/90	0	0.00	0	0.00	15,989	100.00	0	0.00	0	0.00
5000	0	0.00	0	0.00	6,664	84.20	0	0.00	0	0.00
BMW	**0**	**0.00**	**0**	**0.00**	**74,063**	**100.00**	**0**	**0.00**	**0**	**0.00**
3-Series	0	0.00	0	0.00	29,120	100.00	0	0.00	0	0.00
5-Series	0	0.00	0	0.00	21,410	100.00	0	0.00	0	0.00
6-Series	0	0.00	0	0.00	2,468	100.00	0	0.00	0	0.00
7-Series	0	0.00	0	0.00	21,065	100.00	0	0.00	0	0.00
CHEVROLET	**0**	**0.00**	**5,723**	**4.99**	**12,083**	**10.54**	**0**	**0.00**	**0**	**0.00**
Spectrum	0	0.00	1,753	52.40	6,899	11.20	0	0.00	0	0.00
Sprint	0	0.00	3,970	7.50	5,184	9.70	0	0.00	0	0.00
CHRYSLER MOTORS	**0**	**0.00**	**57,710**	**42.76**	**24,682**	**18.29**	**14,839**	**10.99**	**0**	**0.00**
Colt	0	0.00	26,577	31.40	17,572	20.80	2,712	3.20	0	0.00
Conquest	0	0.00	0	0.00	0	0.00	9,600	100.00	0	0.00
Vista	0	0.00	16,250	87.70	2,274	12.30	0	0.00	0	0.00
Medallion	0	0.00	14,883	67.00	4,836	21.70	2,527	11.30	0	0.00
DAIHATSU	**0**	**0.00**	**0**	**0.00**	**2,727**	**23.80**	**0**	**0.00**	**0**	**0.00**
FORD Festiva	**16,716**	**16.97**	**45,767**	**45.46**	**24,719**	**25.09**	**0**	**0.00**	**0**	**0.00**
HONDA	**0**	**0.00**	**0**	**0.00**	**338,601**	**52.16**	**0**	**0.00**	**0**	**0.00**
Civic	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Accord	0	0.00	0	0.00	275,343	76.00	0	0.00	0	0.00
Prelude	0	0.00	0	0.00	63,258	100.00	0	0.00	0	0.00
ISUZU	**0**	**0.00**	**13,341**	**51.41**	**8,712**	**33.57**	**2,618**	**10.09**	**0**	**0.00**
I-Mark	0	0.00	13,341	73.00	2,924	16.00	731	4.00	0	0.00
Impulse	0	0.00	0	0.00	5,788	75.00	1,887	25.00	0	0.00
JAGUAR	**0**	**0.00**	**0**	**0.00**	**20,727**	**100.00**	**0**	**0.00**	**0**	**0.00**
MERCURY	**0**	**0.00**	**0**	**0.00**	**22,348**	**100.00**	**0**	**0.00**	**0**	**0.00**
XR4Ti	0	0.00	0	0.00	6,281	100.00	0	0.00	0	0.00
Scorpio	0	0.00	0	0.00	16,067	100.00	0	0.00	0	0.00
MERCEDES-BENZ	**0**	**0.00**	**0**	**0.00**	**77,945**	**100.00**	**0**	**0.00**	**0**	**0.00**
190	0	0.00	0	0.00	15,450	100.00	0	0.00	0	0.00
260/300	0	0.00	0	0.00	26,368	100.00	0	0.00	0	0.00
300/420/560 SEL	0	0.00	0	0.00	22,051	100.00	0	0.00	0	0.00
560 SL	0	0.00	0	0.00	12,450	100.00	0	0.00	0	0.00
560 SEC	0	0.00	0	0.00	1,626	100.00	0	0.00	0	0.00
MITSUBISHI	**0**	**0.00**	**6,038**	**10.63**	**21,568**	**39.20**	**12,783**	**22.51**	**0**	**0.00**
Starion	0	0.00	0	0.00	250	8.00	3,081	92.00	0	0.00
Cordia	0	0.00	0	0.00	4,372	60.00	2,914	40.00	0	0.00
Mirage	0	0.00	6,038	58.00	4,424	42.00	0	0.00	0	0.00
Tredia	0	0.00	0	0.00	479	82.00	0	0.00	0	0.00
Galant Sigma	0	0.00	0	0.00	1,803	21.00	6,788	79.00	0	0.00
Precis	0	0.00	0	0.00	10,240	41.00	0	0.00	0	0.00
NISSAN	**0**	**0.00**	**89,129**	**38.52**	**114,044**	**49.29**	**19,357**	**8.37**	**0**	**0.00**
Sentra	0	0.00	14,707	62.00	0	0.00	0	0.00	0	0.00
Pulsar	0	0.00	44,317	100.00	0	0.00	0	0.00	0	0.00
Stanza	0	0.00	10,008	27.00	27,790	73.00	0	0.00	0	0.00
Maxima	0	0.00	0	0.00	74,451	100.00	0	0.00	0	0.00
200SX/240SX	0	0.00	20,097	63.00	11,803	37.00	0	0.00	0	0.00
300ZX	0	0.00	0	0.00	0	0.00	19,357	100.00	0	0.00
PEUGEOT	**0**	**0.00**	**0**	**0.00**	**3,164**	**100.00**	**0**	**0.00**	**0**	**0.00**
PONTIAC LeMans	**0**	**0.00**	**48,989**	**57.62**	**28,988**	**34.09**	**0**	**0.00**	**0**	**0.00**
PORSCHE	**0**	**0.00**	**0**	**0.00**	**15,737**	**100.00**	**NA**	**0.00**	**NA**	**0.00**
SAAB	**0**	**0.00**	**0**	**0.00**	**20,873**	**54.98**	**17,092**	**45.02**	**0**	**0.00**
900	0	0.00	0	0.00	6,899	100.00	0	0.00	0	0.00
900S	0	0.00	0	0.00	10,366	100.00	0	0.00	0	0.00
900 Turbo	0	0.00	0	0.00	0	0.00	9,351	100.00	0	0.00
9000S	0	0.00	0	0.00	3,608	100.00	0	0.00	0	0.00
9000 Turbo	0	0.00	0	0.00	0	0.00	7,741	100.00	0	0.00
STERLING	**0**	**0.00**	**0**	**0.00**	**8,901**	**100.00**	**0**	**0.00**	**0**	**0.00**
SUBARU	**0**	**0.00**	**103,656**	**71.69**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
Hatchback	0	0.00	5,808	100.00	0	0.00	0	0.00	0	0.00
3 dr./4 dr./St. Wagon	0	0.00	66,719	70.18	0	0.00	0	0.00	0	0.00
XT/XT6	0	0.00	12,388	89.45	0	0.00	0	0.00	0	0.00
Justy	0	0.00	18,741	62.75	0	0.00	0	0.00	0	0.00
TOYOTA	**0**	**0.00**	**198,588**	**34.30**	**104,380**	**18.00**	**43,557**	**7.53**	**318**	**0.05**
Corolla	0	0.00	49,643	32.70	8,223	5.40	0	0.00	0	0.00
Tercel	0	0.00	8,935	8.90	230	0.20	0	0.00	0	0.00
Camry	0	0.00	94,262	43.50	65,802	30.40	10,907	5.00	0	0.00
Cressida	0	0.00	0	0.00	0	0.00	11,285	97.30	318	2.70
Celica	0	0.00	41,318	59.80	26,396	38.20	0	0.00	0	0.00
Supra	0	0.00	0	0.00	0	0.00	20,008	100.00	0	0.00
MR2	0	0.00	4,430	46.50	3,729	39.20	1,357	14.30	0	0.00
VOLKSWAGEN	**0**	**0.00**	**0**	**0.00**	**60,500**	**40.28**	**0**	**0.00**	**0**	**0.00**
Fox	0	0.00	0	0.00	26,789	35.30	0	0.00	0	0.00
Jetta	0	0.00	0	0.00	21,524	35.90	0	0.00	0	0.00
Cabriolet	0	0.00	0	0.00	10,931	100.00	0	0.00	0	0.00
Scirocco	0	0.00	0	0.00	1,256	34.00	0	0.00	0	0.00
VOLVO	**0**	**0.00**	**0**	**0.00**	**78,077**	**84.84**	**14,827**	**15.96**	**0**	**0.00**
200-Series	0	0.00	0	0.00	36,630	100.00	0	0.00	0	0.00
700-Series	0	0.00	0	0.00	41,447	73.70	14,827	26.30	0	0.00
Total Cars, Import	**16,716**	**0.60**	**568,941**	**20.40**	**1,138,984**	**40.83**	**188,021**	**6.74**	**318**	**0.01**

Note: Mazda import options were not available at publication time

Power steering, brake options on 1988 import models

	Power Steering	Percent of Installation	Power Brakes	Percent of Installation	Anti-Lock Braking System (ABS)	Percent of Installation	4-Wheel Disc Brakes	Percent of Installation
ACURA	**127,435**	**100.00**	**127,435**	**100.00**	**44,206**	**34.69**	**127,435**	**100.00**
Legend	69,406	100.00	69,406	100.00	44,206	64.00	69,406	100.00
Integra	58,029	100.00	58,029	100.00	0	0.00	58,029	100.00
ALFA ROMEO	**2,316**	**51.94**	**4,459**	**100.00**	**1,322**	**29.65**	**4,459**	**100.00**
Milano	2,316	100.00	2,316	100.00	1,322	57.00	2,316	100.00
Spider	0	0.00	2,143	100.00	0	0.00	2,143	100.00
AUDI	**23,899**	**100.00**	**23,899**	**100.00**	**10,471**	**43.81**	**23,899**	**100.00**
80/90	15,989	100.00	15,989	100.00	8,393	52.50	15,989	100.00
5000	7,910	100.00	7,910	100.00	66	0.80	7,910	100.00
BMW	**74,063**	**100.00**	**74,063**	**100.00**	**74,063**	**100.00**	**74,063**	**100.00**
3-Series	29,120	100.00	29,120	100.00	29,120	100.00	29,120	100.00
5-Series	21,410	100.00	21,410	100.00	21,410	100.00	21,410	100.00
6-Series	2,468	100.00	2,468	10.00	2,468	100.00	2,468	100.00
7-Series	21,065	100.00	21,065	100.00	21,065	100.00	21,065	100.00
CHEVROLET	**30,166**	**26.32**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
Spectrum	30,166	49.20	0	0.00	0	0.00	0	0.00
Sprint	0	0.00	0	0.00	0	0.00	0	0.00
CHRYSLER MOTORS	**84,145**	**62.34**	**134,976**	**100.00**	**9,600**	**7.11**	**9,600**	**7.11**
Colt	40,989	48.40	84,606	100.00	0	0.00	0	0.00
Conquest	9,600	100.00	9,600	100.00	9,600	100.00	9,600	100.00
Vista	11,310	61.10	18,524	100.00	0	0.00	0	0.00
Medallion	22,246	100.00	22,246	100.00	0	0.00	0	0.00
DAIHATSU	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
FORD Festiva	**0**	**0.00**	**98,517**	**100.00**	**0**	**0.00**	**0**	**0.00**
HONDA	**514,053**	**79.19**	**649,158**	**100.00**	**0**	**0.00**	**63,258**	**9.74**
Civic	88,676	40.00	223,781	100.00	0	0.00	0	0.00
Accord	362,119	100.00	362,119	100.00	0	0.00	0	0.00
Prelude	63,258	100.00	63,258	100.00	0	0.00	63,258	100.00
ISUZU	**20,468**	**78.87**	**25,951**	**100.00**	**0**	**0.00**	**7,675**	**29.57**
I-Mark	12,793	70.00	18,276	100.00	0	0.00	0	0.00
Impulse	7,675	100.00	7,675	100.00	0	0.00	7,675	100.00
JAGUAR	**20,727**	**100.00**	**20,727**	**100.00**	**15,944**	**76.92**	**20,727**	**100.00**
MERCURY	**23,348**	**100.00**	**22,348**	**100.00**	**16,067**	**71.89**	**16,067**	**71.89**
XR4Ti	6,281	100.00	6,281	100.00	NA	0.00	NA	0.00
Scorpio	16,067	100.00	16,067	100.00	16,067	100.00	16,067	100.00
MERCEDES-BENZ	**77,945**	**100.00**	**77,945**	**100.00**	**65,060**	**83.47**	**77,945**	**100.00**
190	15,450	100.00	15,450	100.00	2,565	16.60	15,450	100.00
260/300	26,368	100.00	26,368	100.00	26,368	100.00	26,368	100.00
300/420/560 SEL	22,051	100.00	22,051	100.00	22,051	100.00	22,051	100.00
560SL	12,450	100.00	12,450	100.00	12,450	100.00	12,450	100.00
560SEC	1,626	100.00	1,626	100.00	1,626	100.00	1,626	100.00
MITSUBISHI	**27,436**	**49.90**	**55,032**	**100.00**	**2,618**	**4.61**	**11,922**	**20.99**
Starion	3,331	100.00	3,331	100.00	0	0.00	3,331	100.00
Cordia	7,286	100.00	7,286	100.00	0	0.00	0	0.00
Mirage	7,643	73.00	10,462	100.00	0	0.00	0	0.00
Tredia	585	100.00	585	100.00	0	0.00	0	0.00
Galant Sigma	8,591	100.00	8,591	100.00	2,618	30.00	8,591	100.00
Precis	0	0.00	24,777	100.00	0	0.00	0	0.00
NISSAN	**228,646**	**98.83**	**231,355**	**100.00**	**0**	**0.00**	**85,880**	**37.12**
Sentra	20,823	88.00	23,532	100.00	0	0.00	0	0.00
Pulsar	44,317	100.00	44,317	100.00	0	0.00	0	0.00
Stanza	37,798	100.00	37,798	100.00	0	0.00	0	0.00
Maxima	74,451	100.00	74,451	100.00	0	0.00	66,523	89.00
200SX/240SX	31,900	100.00	31,900	100.00	0	0.00	0	0.00
300ZX	19,357	100.00	19,357	100.00	0	0.00	19,357	100.00
PEUGEOT	**3,164**	**100.00**	**1,028**	**32.52**	**1,153**	**36.49**	**982**	**31.04**
PONTIAC LeMans	**61,552**	**72.39**	**85,027**	**100.00**	**0**	**0.00**	**0**	**0.00**
PORSCHE	**9,894**	**63.00**	**15,737**	**100.00**	**3,851**	**24.00**	**15,737**	**100.00**
SAAB	**37,965**	**100.00**	**37,965**	**100.00**	**11,349**	**29.89**	**37,965**	**100.00**
900	6,899	100.00	6,899	100.00	0	0.00	6,899	100.00
900S	10,366	100.00	10,366	100.00	NA	0.00	10,366	100.00
900 Turbo	9,351	100.00	9,351	100.00	0	0.00	9,351	100.00
9000S	3,608	100.00	3,608	100.00	3,608	100.00	3,608	100.00
9000 Turbo	7,741	100.00	7,741	100.00	7,741	100.00	7,741	100.00
STERLING	**8,901**	**100.00**	**8,901**	**100.00**	**5,220**	**58.65**	**8,901**	**100.00**
SUBARU	**108,913**	**75.33**	**144,586**	**100.00**	**0**	**0.00**	**19,465**	**13.46**
Hatchback	0	0.00	5,808	100.00	0	0.00	0	0.00
3 dr./4 dr./St. Wagon	95,064	100.00	95,064	100.00	0	0.00	11,202	11.78
XT/XT6	13,849	100.00	13,849	100.00	0	0.00	8,263	59.66
Justy	0	0.00	29,865	100.00	0	0.00	0	0.00
TOYOTA	**545,502**	**94.20**	**566,766**	**97.90**	**14,638**	**2.36**	**31,123**	**5.03**
Corolla	148,805	97.80	151,921	100.00	0	0.00	0	0.00
Tercel	69,910	69.80	100,108	100.00	0	0.00	0	0.00
Camry	216,542	100.00	216,542	100.00	663	0.30	0	0.00
Cressida	11,603	100.00	11,603	100.00	0	0.00	11,603	100.00
Celica	69,118	100.00	69,118	100.00	1,925	2.80	2,046	3.00
Supra	20,008	100.00	7,958	39.80	12,050	60.20	7,958	39.80
MR2	9,516	100.00	9,516	100.00	0	0.00	9,516	100.00
VOLKSWAGEN	**46,358**	**30.80**	**74,518**	**49.50**	**0**	**0.00**	**0**	**0.00**
Fox	0	0.00	0	0.00	0	0.00	0	0.00
Jetta	33,808	56.40	59,897	100.00	0	0.00	0	0.00
Cabriolet	8,921	81.70	10,931	100.00	NA	0.00	0	0.00
Scirocco	3,629	98.30	3,690	100.00	0	0.00	0	0.00
VOLVO	**92,904**	**100.00**	**92,904**	**100.00**	**29,254**	**31.49**	**92,904**	**100.00**
200-Series	36,630	100.00	36,630	100.00	0	0.00	36,630	100.00
700-Series	56,274	100.00	56,274	100.00	29,254	51.98	56,274	100.00
Total Cars, Import	**2,169,800**	**77.79**	**2,573,297**	**92.25**	**304,816**	**10.92**	**730,007**	**26.17**

Note: Mazda import options were not available at publication time

OPTIONS/EQUIPMENT

Body types, air bag options on 1988 import models

	Automatic Seatbelts	Percent of Installation	Airbags	Percent of Installation	2-door Coupe	Percent of Installation	2-door Hatchback	Percent of Installation	4-door Sedan	Percent of Installation	4-door Wagon	Percent of Installation	4-door Hatchback	Percent of Installation	Convertible	Percent of Installation
ACURA	**0**	**0.00**	**7,672**	**6.02**	**22,393**	**17.57**	**42,690**	**33.50**	**47,013**	**36.89**	**0**	**0.00**	**15,339**	**12.04**	**0**	**0.00**
Legend	0	0.00	7,672	11.00	22,393	32	0	0.00	47,013	68.00	0	0.00	0	0.00	0	0.00
Integra	0	0.00	0	0.00	0	0.00	42,690	74.00	0	0.00	0	0.00	15,339	26.00	0	0.00
ALFA ROMEO	**214**	**4.80**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**2,316**	**51.94**	**0**	**0.00**	**0**	**0.00**	**2,143**	**48.06**
Milano	0	0.00	0	0.00	0	0.00	0	0.00	2,316	100.00	0	0.00	0	0.00	0	0.00
Spider	214	10.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	2,143	100.00
AUDI	**23,899**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**23,316**	**97.56**	**583**	**2.44**	**0**	**0.00**	**0**	**0.00**
80/90	15,989	100.00	NA	0.00	NA	0.00	NA	0.00	15,989	100.00	NA	0.00	NA	0.00	NA	0.00
5000	7,910	100.00	NA	0.00	NA	0.00	NA	0.00	7,327	92.60	392	5.00	NA	0.00	NA	0.00
BMW	**0**	**0.00**	**23,533**	**31.77**	**17,049**	**23.02**	**0**	**0.00**	**46,274**	**62.48**	**0**	**0.00**	**0**	**0.00**	**10,740**	**14.50**
3-Series	0	0.00	0	0.00	9,275	31.90	0	0.00	2,749	9.40	0	0.00	0	0.00	10,740	36.90
5-Series	0	0.00	0	0.00	1,020	4.80	0	0.00	20,390	95.20	0	0.00	0	0.00	0	0.00
6-Series	0	0.00	2,468	100.00	2,468	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
7-Series	0	0.00	21,065	100.00	0	0.00	0	0.00	21,065	100.00	0	0.00	0	0.00	0	0.00
CHEVROLET	**0**	**0.00**	**0**	**0.00**	**58,807**	**51.31**	**0**	**0.00**	**55,800**	**48.69**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
Spectrum	0	0.00	0	0.00	25,799	42.00	0	0.00	35,558	58.00	0	0.00	0	0.00	0	0.00
Sprint	0	0.00	0	0.00	33,008	62.00	0	0.00	20,242	38.00	0	0.00	0	0.00	0	0.00
CHRYSLER MOTO.	**9,600**	**7.11**	**0**	**0.00**	**9,600**	**7.11**	**42,150**	**31.23**	**48,119**	**35.65**	**35,107**	**26.01**	**0**	**0.00**	**0**	**0.00**
Colt	0	0.00	0	0.00	0	0.00	42,150	49.80	31,396	37.10	11,060	13.10	0	0.00	0	0.00
Conquest	9,600	100.00	0	0.00	9,600	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Vista	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	18,524	100.00	0	0.00	0	0.00
Medallion	0	0.00	0	0.00	0	0.00	0	0.00	16,723	75.10	5,523	24.80	0	0.00	0	0.00
DAIHATSU	**470**	**4.10**	**0**	**0.00**	**0**	**0.00**	**11,460**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
FORD Festiva	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**98,517**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
HONDA	**142,231**	**21.91**	**0**	**0.00**	**163,033**	**2.52**	**78,089**	**12.03**	**390,516**	**60.16**	**17,520**	**2.70**	**0**	**0.00**	**0**	**0.00**
Civic	0	0.00	0	0.00	49,542	22.00	49,349	22.00	107,370	48.00	17,520	8.00	0	0.00	0	0.00
Accord	78,973	22.00	0	0.00	50,233	14.00	28,740	8.00	283,146	78.00	0	0.00	0	0.00	0	0.00
Prelude	63,258	100.00	0	0.00	53,258	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
ISUZU	**7,675**	**29.57**	**0**	**0.00**	**0**	**0.00**	**11,483**	**44.25**	**14,468**	**55.75**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
I-Mark	0	0.00	0	0.00	0	0.00	3,808	21.00	14,468	79.00	0	0.00	0	0.00	0	0.00
Impulse	7,675	100.00	0	0.00	0	0.00	7,675	100.00	0	0.00	0	0.00	0	0.00	0	0.00
JAGUAR	**2,770**	**13.36**	**0**	**0.00**	**2,770**	**13.36**	**0**	**0.00**	**15,944**	**76.92**	**0**	**0.00**	**0**	**0.00**	**2,013**	**9.71**
MERCURY	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**6,281**	**28.11**	**0**	**0.00**	**0**	**0.00**	**16,067**	**71.89**	**0**	**0.00**
XR4Ti	0	NA	0	NA	0	0.00	6,281	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Scorpio	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	16,067	100.00	0	0.00
MERCEDES-BENZ	**0**	**0.00**	**77,945**	**100.00**	**2,734**	**3.51**	**0**	**0.00**	**60,020**	**77.00**	**2,741**	**3.52**	**0**	**0.00**	**12,450**	**15.97**
190	0	0.00	15,450	100.00	0	0.00	0	0.00	15,450	100.00	0	0.00	0	0.00	0	0.00
260/300	0	0.00	26,368	100.00	2,734	10.40	0	0.00	20,893	79.20	2,741	10.40	0	0.00	0	0.00
300/420/560 SEL	0	0.00	22,057	100.00	0	0.00	0	0.00	22,057	100.00	0	0.00	0	0.00	0	0.00
560SL	0	0.00	12,450	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	12,450	100.00
560SEC	0	0.00	1,626	100.00	0	0.00	0	0.00	1,626	100.00	0	0.00	0	0.00	0	0.00
MITSUBISHI	**5,600**	**9.86**	**0**	**0.00**	**0**	**0.00**	**30,427**	**53.57**	**19,005**	**33.46**	**0**	**0.00**	**5,600**	**9.86**	**0**	**0.00**
Starion	0	0.00	0	0.00	0	0.00	3,331	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Cordia	0	0.00	0	0.00	0	0.00	7,286	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Mirage	0	0.00	0	0.00	0	0.00	633	6.00	9,829	94.00	0	0.00	0	0.00	0	0.00
Tredia	0	0.00	0	0.00	0	0.00	0	0.00	585	100.00	0	0.00	0	0.00	0	0.00
Galant Sigma	0	0.00	0	0.00	0	0.00	0	0.00	8,591	100.00	0	0.00	0	0.00	0	0.00
Precis	5,600	23.00	0	0.00	0	0.00	19,177	77.00	0	0.00	0	0.00	5,600	23.00	0	0.00
NISSAN	**74,451**	**32.18**	**0**	**0.00**	**13,456**	**5.82**	**98,086**	**42.40**	**108,519**	**46.91**	**3,730**	**1.61**	**7,564**	**3.27**	**0**	**0.00**
Sentra	0	0.00	0	0.00	0	0.00	15,968	67.00	0	0.00	0	0.00	7,564	33.00	0	0.00
Pulsar	0	0.00	0	0.00	0	0.00	44,317	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Stanza	0	0.00	0	0.00	0	0.00	0	0.00	37,798	100.00	0	0.00	0	0.00	0	0.00
Maxima	74,451	100.00	0	0.00	0	0.00	0	0.00	70,721	95.00	3,730	5.00	0	0.00	0	0.00
200SX/240SX	0	0.00	0	0.00	13,456	42.00	18,444	58.00	0	0.00	0	0.00	0	0.00	0	0.00
300ZX	0	0.00	0	0.00	0	0.00	19,357	100.00	0	0.00	0	0.00	0	0.00	0	0.00
PEUGEOT	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**2,135**	**67.48**	**1,029**	**32.52**	**0**	**0.00**	**0**	**0.00**
PONTIAC LeMans	**0**	**0.00**	**0**	**0.00**	**42,424**	**49.89**	**0**	**0.00**	**42,063**	**49.47**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
PORSCHE	**0**	**0.00**	**2,424**	**15.00**	**3,621**	**23.00**	**9,894**	**63.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**2,222**	**14.00**
SAAB	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**15,010**	**39.54**	**8,562**	**22.56**	**0**	**0.00**	**11,349**	**29.89**	**3,044**	**8.02**
900	0	0.00	0	0.00	0	0.00	3,310	48.00	3,589	NA	0	0.00	0	0.00	0	0.00
900S	0	0.00	0	0.00	0	0.00	5,393	52.00	4,973	48.00	0	0.00	0	0.00	0	0.00
900 Turbo	0	0.00	0	0.00	0	0.00	6,307	67.00	0	0.00	0	0.00	0	0.00	3,044	33.00
9000S	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	3,608	100.00	0	0.00
9000 Turbo	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	7,741	100.00	0	0.00
STERLING	**3,560**	**40.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**8,901**	**100.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**
SUBARU	**15,771**	**10.91**	**0**	**0.00**	**13,849**	**9.58**	**43,215**	**29.89**	**26,733**	**18.49**	**60,789**	**42.04**	**0**	**0.00**	**0**	**0.00**
Hatchback	0	0.00	0	0.00	0	0.00	5,808	100.00	0	0.00	0	0.00	0	0.00	0	0.00
3 dr./4 dr./St. Wagon	1,922	2.02	0	0.00	0	0.00	7,542	7.93	26,733	28.12	60,789	63.95	0	0.00	0	0.00
XT/XT6	13,849	100.00	0	0.00	13,849	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Justy	0	0.00	0	0.00	0	0.00	29,865	100.00	0	0.00	0	0.00	0	0.00	0	0.00
TOYOTA	**0**	**0.00**	**0**	**0.00**	**153,011**	**24.71**	**64,836**	**10.47**	**313,917**	**50.70**	**34,801**	**6.00**	**6,146**	**0.99**	**6,105**	**0.98**
Corolla	0	0.00	0	0.00	31,348	20.60	0	0.00	106,953	70.40	13,620	8.90	0	0.00	0	0.00
Tercel	0	0.00	0	0.00	64,517	64.50	29,445	29.40	0	0.00	0	0.00	6,146	6.10	0	0.00
Camry	0	0.00	0	0.00	0	0.00	0	0.00	195,631	90.2	21,181	9.80	0	0.00	0	0.00
Cressida	0	0.00	0	0.00	0	0.00	0	0.00	11,603	100.00	0	0.00	0	0.00	0	0.00
Celica	0	0.00	0	0.00	47,630	68.90	15,383	22.30	0	0.00	0	0.00	0	0.00	6,105	8.80
Supra	0	0.00	0	0.00	0	0.00	20,008	100.00	0	0.00	0	0.00	0	0.00	0	0.00
MR2	0	0.00	0	0.00	9,516	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
VOLKSWAGEN	**0**	**0.00**	**0**	**0.00**	**33,730**	**21.88**	**3,690**	**2.39**	**97,097**	**62.99**	**112,989**	**73.30**	**0**	**0.00**	**0**	**0.00**
Fox	0	0.00	0	0.00	19,061	25.10	0	0.00	40,938	54.00	15,892	20.90	0	0.00	0	0.00
Jetta	0	0.00	0	0.00	3,738	62.00	0	0.00	56,159	93.80	0	0.00	0	0.00	0	0.00
Cabriolet	0	0.00	0	0.00	10,931	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Scirocco	0	0.00	0	0.00	0	0.00	3,690	100.00	0	0.00	0	0.00	0	0.00	0	0.00
VOLVO	**0**	**0.00**	**25,890**	**27.87**	**1,640**	**1.77**	**0**	**0.00**	**62,970**	**67.70**	**28,294**	**30.46**	**0**	**0.00**	**0**	**0.00**
200-Series	0	0.00	0	0.00	0	0.00	0	0.00	24,517	66.90	12,113	33.10	0	0.00	0	0.00
700-Series	0	0.00	25,890	46.00	0	0.00	0	0.00	38,453	68.30	16,181	28.80	0	0.00	0	0.00
Total Cars, Import	**286,241**	**10.29**	**137,484**	**4.93**	**638,117**	**19.29**	**506,826**	**19.93**	**1,361,818**	**48.82**	**287,563**	**10.67**	**62,005**	**2.22**	**36,717**	**1.32**

Note: Mazda import options were not available at publication time

OPTIONS/EQUIPMENT

Convenience options on 1988 import models

	Power Windows	Percent of installation	Power Locks	Percent of installation	Power Seats	Percent of installation	Sunroofs	Percent of installation	Cruise Control	Percent of installation	Tilt Wheel	Percent of installation	Tilt & Telescope	Percent of installation	Air Conditioning	Percent of installation	Intermittent Windshield Wipers	Percent of installation
ACURA	**84,486**	**66.30**	**80,362**	**63.06**	**44,206**	**0.00**	**96,914**	**76.05**	**111,501**	**87.50**	**119,763**	**93.98**	**0**	**0.00**	**69,406**	**54.46**	**127,435**	**100.00**
Legend	69,406	100.00	69,406	100.00	44,206	64.00	65,775	95.00	69,406	100.00	61,734	89.00	0	0.00	69,406	100.00	69,406	100.00
Integra	15,080	26.00	10,956	19.00	0	0.00	31,139	54.00	42,095	73.00	58,029	100.00	0	0.00	0	0.00	58,029	100.00
ALFA ROMEO	**3,695**	**82.87**	**2,316**	**51.94**	**1,559**	**34.96**	**1,749**	**39.22**	**1,749**	**39.22**	**0**	**0.00**	**2,316**	**51.94**	**2,316**	**51.94**	**4,459**	**100.00**
Milano	2,316	100.00	2,316	100.00	1,559	67.00	1,749	76.00	1,749	76.00	0	0.00	2,316	100.00	2,316	100.00	2,316	100.00
Spider	1,379	64.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	2,143	100.00
AUDI	**23,899**	**100.00**	**23,899**	**100.00**	**3,941**	**16.49**	**17,829**	**74.60**	**23,899**	**100.00**	**0**	**0.00**	**0**	**0.00**	**23,899**	**100.00**	**23,899**	**100.00**
80/90	15,989	100.00	15,989	100.00	9	0.10	13,429	84.00	15,989	100.00	NA	0.00	NA	0.00	15,989	100.00	15,989	100.00
5000	7,910	100.00	7,910	100.00	3,941	49.70	4,400	55.60	7,910	100.00	NA	0.00	NA	0.00	7,910	100.00	7,910	100.00
BMW	**74,063**	**100.00**	**74,063**	**100.00**	**42,662**	**57.60**	**63,323**	**85.50**	**74,063**	**100.00**	**21,410**	**28.91**	**0**	**0.00**	**74,063**	**100.00**	**74,063**	**100.00**
3-series	29,120	100.00	29,120	100.00	0	0.00	18,380	63.10	29,120	100.00	0	0.00	0	0.00	29,120	100.00	29,120	100.00
5-Series	21,410	100.00	21,410	100.00	19,129	89.30	21,410	100.00	21,410	100.00	21,410	100.00	0	0.00	21,410	100.00	21,410	100.00
6-Series	2,468	100.00	2,468	100.00	2,468	100.00	2,468	100.00	2,468	100.00	0	0.00	0	0.00	2,468	100.00	2,468	100.00
7-Series	21,065	100.00	21,065	100.00	21,065	100.00	21,065	100.00	21,065	100.00	0	0.00	0	0.00	21,065	100.00	21,065	100.00
CHEVROLET	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**1,519**	**1.33**	**2,238**	**1.95**	**5,280**	**4.61**	**0**	**0.00**	**33,239**	**29.00**	**6,429**	**5.61**
Spectrum	0	0.00	0	0.00	0	0.00	68	0.10	1,398	2.30	5,280	8.60	0	0.00	15,811	25.80	6,429	10.50
Sprint	0	0.00	0	0.00	0	0.00	1,451	2.70	840	1.60	0	0.00	0	0.00	17,428	32.70	0	0.00
CHRYSLER MOTORS	**15,773**	**11.69**	**18,082**	**13.40**	**0**	**0.00**	**3,216**	**2.38**	**29,896**	**22.15**	**31,846**	**23.59**	**0**	**0.00**	**76,999**	**57.05**	**64,447**	**47.75**
Colt	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	35,401	41.80	14,077	16.60
Conquest	9,600	100.00	9,600	100.00	0	0.00	3,216	33.50	4,128	43.00	9,600	100.00	0	0.00	9,600	100.00	9,600	100.00
Vista	3,646	19.70	3,646	19.70	0	0.00	0	0.00	5,873	31.70	0	0.00	0	0.00	12,103	65.30	18,524	100.00
Medallion	2,527	11.60	4,836	21.70	0	0.00	0	0.00	19,895	89.40	22,246	100.00	0	0.00	19,895	89.40	22,246	100.00
DAIHATSU	**779**	**6.80**	**779**	**6.80**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**5,822**	**50.80**	**11,460**	**100.00**
FORD Festiva	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**32,192**	**32.68**	**0**	**0.00**	**31,218**	**31.69**	**32,192**	**32.68**
HONDA	**363,627**	**56.02**	**292,673**	**45.09**	**0**	**0.00**	**165,068**	**25.43**	**389,205**	**59.96**	**492,601**	**75.88**	**0**	**0.00**	**316,817**	**48.80**	**569,463**	**87.72**
Civic	46,810	21.00	46,810	21.00	0	0.00	17,931	8.00	0	0.00	67,224	30.00	0	0.00	0	0.00	144,086	64.00
Accord	275,343	76.00	232,542	64.00	0	0.00	83,879	23.00	325,947	90.00	362,119	100.00	0	0.00	275,343	76.00	362,119	100.00
Prelude	41,474	66.00	13,321	21.00	0	0.00	63,258	100.00	63,258	100.00	63,258	100.00	0	0.00	41,474	66.00	63,258	100.00
ISUZU	**7,675**	**29.57**	**7,675**	**29.57**	**0**	**0.00**	**9,320**	**35.91**	**9,320**	**35.91**	**12,862**	**49.56**	**0**	**0.00**	**20,102**	**77.46**	**12,862**	**49.56**
I-Mark	0	0.00	0	0.00	0	0.00	1,645	9.00	1,645	9.00	5,187	28.00	0	0.00	12,427	68.00	5,187	28.00
Impulse	7,675	100.00	7,675	100.00	0	0.00	7,675	100.00	7,675	100.00	7,675	100.00	0	0.00	7,675	100.00	7,675	100.00
JAGUAR	**20,727**	**100.00**	**20,727**	**100.00**	**15,944**	**76.92**	**15,944**	**76.92**	**20,727**	**100.00**	**0**	**0.00**	**20,727**	**100.00**	**20,727**	**100.00**	**20,727**	**100.00**
MERCURY	**22,348**	**100.00**	**22,348**	**100.00**	**16,067**	**71.89**	**21,664**	**96.94**	**19,155**	**85.71**	**0**	**0.00**	**16,067**	**71.89**	**22,348**	**100.00**	**22,348**	**100.00**
XR4Ti	6,281	100.00	6,281	100.00	0	0.00	5,939	94.60	3,088	49.20	0	0.00	0	0.00	6,281	100.00	6,281	100.00
Scorpio	16,067	100.00	16,067	100.00	16,067	100.00	15,725	97.90	16,067	100.100	0	0.00	16,067	100.00	16,067	100.00	16,067	100.00
MERCEDES-BENZ	**77,945**	**100.00**	**77,945**	**100.00**	**51,695**	**66.32**	**65,495**	**84.03**	**77,945**	**100.00**	**0**	**0.00**	**43,848**	**56.26**	**77,945**	**100.00**	**77,945**	**100.00**
190	15,450	100.00	15,450	100.00	5,144	33.30	15,450	100.00	15,450	100.00	0	0.00	0	0.00	15,450	100.00	15,450	100.00
260/300	26,368	100.00	26,368	100.00	22,874	86.70	26,368	100.00	26,368	100.00	0	0.00	20,171	76.50	26,368	100.00	26,368	100.00
300/420/560 SEL	22,051	100.00	22,051	100.00	22,051	100.00	22,051	100.00	22,051	100.00	0	0.00	22,051	100.00	22,051	100.00	22,051	100.00
560 SL	12,450	100.00	12,450	100.00	0	0.00	0	0.00	12,450	100.00	0	0.00	0	0.00	12,450	100.00	12,450	100.00
560 SEC	1,626	100.00	1,626	100.00	1,626	100.00	1,626	100.00	1,626	100.00	0	0.00	1,626	100.00	1,626	100.00	1,626	100.00
MITSUBISHI	**12,636**	**22.25**	**11,922**	**21.70**	**0**	**0.00**	**13,975**	**24.61**	**13,156**	**23.16**	**19,208**	**33.82**	**0**	**0.00**	**26,895**	**47.35**	**45,203**	**79.59**
Starion	3,331	100.00	3,331	100.00	0	0.00	944	28.00	3,331	100.00	3,331	100.00	0	0.00	3,331	100.00	3,331	100.00
Cordia	714	10.00	0	0.00	0	0.00	2,740	38.00	1,234	17.00	7,286	100.00	0	0.00	3,815	52.00	7,286	100.00
Mirage	0	0.00	0	0.00	0	0.00	436	4.00	0	0.00	0	0.00	0	0.00	6,932	66.00	633	6.00
Tredia	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	305	52.00	585	100.00
Galant Sigma	8,591	100.00	8,591	100.00	0	0.00	6,788	79.00	8,591	100.00	8,591	100.00	0	0.00	8,591	100.00	8,591	100.00
Precis	0	0.00	0	0.00	0	0.00	3,067	12.00	0	0.00	0	0.00	0	0.00	3,921	16.00	24,777	100.00
NISSAN	**133,401**	**57.66**	**133,401**	**57.66**	**62,959**	**27.21**	**169,091**	**73.09**	**139,462**	**60.28**	**228,646**	**98.83**	**0**	**0.00**	**172,851**	**74.71**	**231,355**	**100.00**
Sentra	0	0.00	0	0.00	0	0.00	2,995	13.00	0	0.00	20,823	88.00	0	0.00	14,119	60.00	23,532	100.00
Pulsar	0	0.00	0	0.00	0	0.00	44,317	100.00	0	0.00	44,317	100.00	0	0.00	26,590	60.00	44,317	100.00
Stanza	27,790	73.00	27,790	73.00	0	0.00	14,363	38.00	27,790	73.00	37,798	100.00	0	0.00	20,789	55.00	37,798	100.00
Maxima	74,451	100.00	74,451	100.00	43,602	58.00	62,539	84.00	74,451	100.00	74,451	100.00	0	0.00	74,451	100.00	74,451	100.00
200SX/240SX	11,803	37.00	11,803	37.00	0	0.00	25,520	80.00	17,864	56.00	31,900	100.00	0	0.00	17,545	55.00	31,900	100.00
300ZX	19,357	100.00	19,357	100.00	19,357	100.00	19,357	100.00	19,357	100.00	19,357	100.00	0	0.00	19,357	100.00	19,357	100.00
PEUGEOT	**2,897**	**91.56**	**3,164**	**100.00**	**0**	**0.00**	**2,070**	**65.42**	**2,897**	**91.56**	**0**	**0.00**	**0**	**0.00**	**3,164**	**100.00**	**3,164**	**100.00**
PONTIAC LeMans	**0**	**0.00**	**0**	**0.00**	**0**	**0.00**	**7**	**0.01**	**0**	**0.00**	**31,530**	**37.08**	**0**	**0.00**	**61,552**	**72.39**	**0**	**0.00**
PORSCHE	**15,689**	**99.70**	**15,689**	**99.70**	**NA**	**0.00**	**13,515**	**86.00**	**NA**	**0.00**	**1,427**	**9.00**	**0**	**0.00**	**15,689**	**99.70**	**15,689**	**99.70**
SAAB	**31,066**	**81.83**	**37,965**	**100.00**	**31,066**	**81.83**	**31,066**	**81.83**	**31,066**	**81.83**	**31,066**	**81.83**	**31,066**	**81.83**	**37,965**	**100.00**	**37,965**	**100.00**
900	0	0.00	6,899	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	6,899	100.00	6,899	100.00
900S	10,366	100.00	10,366	100.00	10,366	100.00	10,366	100.00	10,366	100.00	0	0.00	0	0.00	10,366	100.00	10,366	100.00
900 Turbo	9,351	100.00	9,351	100.00	9,351	100.00	9,351	100.00	9,351	100.00	0	0.00	0	0.00	9,351	100.00	9,351	100.00
9000S	3,608	100.00	3,608	100.00	3,608	100.00	3,608	100.00	3,608	100.00	0	0.00	0	0.00	3,608	100.00	3,608	100.00
9000 Turbo	7,741	100.00	7,741	100.00	7,741	100.00	7,741	100.00	7,741	100.00	0	0.00	0	0.00	7,741	100.00	7,741	100.00
STERLING	**8,901**	**100.00**	**8,901**	**100.00**	**6,367**	**71.53**	**8,901**	**100.00**	**8,901**	**100.00**	**8,901**	**100.00**	**0**	**0.00**	**8,901**	**100.00**	**8,901**	**100.00**
SUBARU	**81,700**	**56.51**	**79,107**	**54.71**	**0**	**0.00**	**11,597**	**8.02**	**18,489**	**12.79**	**86,376**	**59.74**	**0**	**0.00**	**14,026**	**9.70**	**103,892**	**71.85**
Hatchback	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	5,808	100.00	0	0.00	0	0.00		
3 dr./4 dr./St. Wagon	69,312	72.91	66,719	70.18	0	0.00	11,597	12.20	11,597	12.20	66,719	70.18	0	0.00	7,134	7.50	66,719	70.18
XT/XT6	12,388	89.45	12,388	89.45	0	0.00	0	0.00	6,892	49.77	13,849	100.00	0	0.00	6,892	49.77	13,849	100.00
Justy	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	17,516	58.65
TOYOTA	**209,063**	**36.10**	**203,038**	**35.10**	**31,049**	**5.01**	**124,947**	**21.59**	**231,943**	**40.10**	**325,150**	**56.18**	**0**	**0.00**	**291,358**	**50.30**	**360,915**	**62.40**
Corolla	6,740	4.40	6,740	4.40	0	0.00	17,288	11.40	20,441	13.50	44,892	29.50	0	0.00	58,560	38.50	29,478	19.40
Tercel	0	0.00	0	0.00	0	0.00	126	0.10	551	0.60	4,650	4.60	0	0.00	17,898	17.90	4,650	4.60
Camry	138,778	64.10	138,778	64.10	2,222	1.00	46,020	21.30	145,892	67.40	197,237	91.10	0	0.00	135,797	62.70	216,542	100.00
Cressida	11,603	100.00	11,603	100.00	11,603	100.00	9,009	77.60	11,603	100.00	11,603	100.00	0	0.00	11,603	100.00	11,603	100.00
Celica	24,973	36.10	18,948	27.40	0	0.00	25,368	36.70	28,551	41.30	37,244	53.90	0	0.00	39,552	57.30	69,118	100.00
Supra	20,008	100.00	20,008	100.00	17,224	86.10	20,008	100.00	20,008	100.00	20,008	100.00	0	0.00	20,008	100.00	20,008	100.00
MR2	6,961	73.20	6,961	73.20	0	0.00	7,128	74.90	4,897	51.50	9,516	100.00	0	0.00	7,940	83.40	9,516	100.00
VOLKSWAGEN	**11,627**	**7.70**	**11,627**	**7.70**	**0**	**0.00**	**0**	**0.00**	**20,402**	**13.60**	**0**	**0.00**	**0**	**0.00**	**124,545**	**82.80**	**59,897**	**39.80**
Fox	NA	0.00	NA	0.00	NA	0.00	0	0.00	NA	0.00	0	0.00	0	0.00	55,897	73.70	0	0.00
Jetta	10,188	17.00	10,188	17.00	NA	0.00	0	0.00	12,502	20.90	NA	0.00	NA	0.00	54,726	91.40	59,897	100.005
Cabriolet	0	0.00	NA	0.00	NA	0.00	NA	0.00	7,900	72.30	0	0.00	0	0.00	10,293	94.20	0	0.00
Scirocco	1,439	39.00	1,439	39.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00	3,629	98.30	0	0.00
VOLVO	**62,211**	**66.96**	**92,904**	**100.00**	**14,827**	**15.96**	**61,401**	**66.09**	**14,827**	**15.96**	**13,187**	**14.19**	**0**	**0.00**	**92,904**	**100.00**	**92,904**	**100.00**
200-Series	5,937	16.20	36,630	100.00	0	0.00	5,127	14.00	0	0.00	0	0.00	0	0.00	36,630	100.00	36,630	100.00
700-Series	56,274	100.00	56,274	100.00	14,827	26.30	56,274	100.00	14,827	26.30	13,187	23.40	0	0.00	56,274	100.00	56,274	100.00
Total Cars, Import	**1,264,208**	**45.32**	**1,204,644**	**43.15**	**322,342**	**11.56**	**898,604**	**32.21**	**1,240,841**	**44.48**	**1,461,445**	**52.38**	**200,400**	**7.18**	**1,624,751**	**58.25**	**2,007,814**	**71.97**

Note: Mazda import options were not available at publication time

DEALERS

The hottest-selling U.S. dealers of 1988

Two Ford franchises join Chevrolet store to capture top three spots

The 1988 Automotive News list of America's Largest Auto Dealers — the ranking of top-producing dealerships for the respective domestic and import franchises — includes a diverse group of businesses that excelled in one or more areas

The ranking is based on total new-unit deliveries — car and truck, fleet and retail — by individual franchise makes for calendar 1988

Many of the top-selling individual franchises — particularly among the domestic makes traditionally favored by America's fleet buyers — relied heavily on fleet sales to attain lofty rankings

Others, like the Penske organization's Longo Toyota dealership in El Monte, Calif., relied on good, old-fashioned one-at-a-time retail sales of a popular make to individual customers

The highest-volume individual franchise in the United States last year, for the second consecutive year, was Ed Morse Chevrolet, Lauderhill, Fla. Dealer Edward J. Morse Jr. sold a total of 29,408 new cars and trucks last year, including 26,579 fleet deliveries and 2,829 retail deliveries. The dealership also retailed 1,396 used vehicles and reported total 1988 sales of $331.2 million for all departments.

In 1987, the three top total-unit producers were Chevrolet franchises, but not last year, as two Ford franchises slid in behind Ed Morse Chevrolet.

In 1988, the second-highest-volume franchise was Jordan Ford of Mishawaka, Ind. Last year, Jordan Ford, with big van business, reported total new-unit sales of 24,766 new Ford cars and trucks. Included in that total were 13,355 fleet units and 11,411 retail units.

The dealership also reported that it retailed 1,541 used units. Total calendar 1988 sales for all departments at Jordan Ford were $341.6 million.

The third-best-selling franchise last year was Fairway Ford of Latrobe, Pa. Fairway Ford, part of the dealership chain controlled by Arnold Palmer and James O'Neal Jr., reported total new-unit sales of 23,714 Ford cars and trucks in 1988, including 23,360 fleet deliveries and 354 retail deliveries. The dealership retailed 5,693 used units and rang up total sales of $317.2 million in 1988.

Overall, this year's listing — the third annual — is very similar to earlier rosters. Many of the perennial leaders are still at the top of the respective lists. But a shifting retail landscape in the United States has affected even the largest dealerships.

Since the last listing one year ago, some of the very biggest dealerships have reorganized; some have changed hands, and one stopped selling cars to go into a type of marketing hibernation as an inactive franchise until it can complete construction of new facilities.

In all, 14 of the franchises that were top producers for their respective domestic divisions and importers were winners for the second consecutive year.

One dealership — Dale Oldsmobile, Bronx, N.Y., finished at the top of its make in 1986, but slipped from the Top 10 Oldsmobile dealers in 1987 only to re-emerge at the top of the Oldsmobile list for 1988.

The ranks of the Top 10 producers for each of the 35 makes surveyed actually include 351 listings, including two dealerships that tied for the final "Top 10" spot for Saab. In addition, one Peugeot dealer is in Puerto Rico and one Alfa Romeo dealership included in the list is located in the Canadian province of Ontario.

So there are 351 winners on this year's list, although some of the dealerships are multiple winners because they have more than one franchise that finished among the leaders for its make.

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America's largest auto dealers—by franchise

(ALL DOLLAR FIGURES IN MILLIONS)	Principal or top official	Years in business	Employees	Other makes, same location	Best selling model	Total 1988 $ sales all franchises, depts. at location	Parts & service $ volume	Retail used units	Retail new units	1988 fleet sales	Total 1988 new units
ACURA											
Tustin Acura Tustin, CA	Al Sheng	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	1,910*	0	1,910*
Val Strough Acura Pleasanton, CA	James F. MacDonald	3	28		Legend	N.A.	N.A.	0	1,800	90	1,890
Radley Acura Falls Church, VA	Vincent Radley	[illegible]	55		Legend	5.4	2.2	839	1,495	0	1,495
Acura of Westchester Larchmont, NY	John D'Elia	3	60		Legend	34.1	2.8	203	1,336	114	1,450
Cerritos Acura Cerritos, CA	Kent Browning	3	48		Legend	33.9	2.8	229	1,382	55	1,437
Acura 101 West Calabasas, CA	Lee Froehlich	2	53		Legend	35.1	2.3	184	1,399	0	1,399
Stevens Creek Acura Santa Clara, CA	Hank Torian	10	53		Legend	34.2	1.9	415	1,261	109	1,370
Rosenthal Acura Gaithersburg, MD	Bob Rosenthal	3	55		Legend	36.5	1.1	387	1,205	0	1,205
Acura of Seattle Seattle, WA	Al Courter	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	1,200*	0	1,200*
Ed Voyles Acura Chamblee, GA	Ed Voyles Dick Bobbit	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	1,150*	0	1,150*
ALFA ROMEO											
Suburban Auto Imports Maywood, IL	Sam Tomaino Anthony Scalzo	10	34	VW	Milano	10.0	N.A.	360	169	0	169
Beach Imports Newport Beach, CA	James Parkinson	34	35	Saab, Maserati	Spider	16.4	4.1	150	98	20	118
Beverly Hills Alfa Los Angeles, CA	Avo Kalaydjian	3	16		Spider	3.8	1.9	25	95	0	95
Colonial Dodge Kensington, MD	John Fitzgerald Jr.	5	100	Dodge, Peugeot	Milano	N.A.	N.A.	N.A.	94	0	94
Maranello Motors Woodbridge, Ontario	Remo Ferri	5	20	Saab	Milano	10.6	1.5	90	93	0	93
Robert Ruehman BMW-Pontiac Hollywood, CA	Robert Ruehman	18	102	Pontiac, BMW	Milano	13.3	3.0	320	78	0	78
Loeber Motors Chicago, IL	George Loeber	52	115	Mercedes, Rolls Royce, VW, Infiniti	Milano	45.0	7.4	491	77	0	77
Forest Lane Porsche-Audi Dallas, TX	Kirk Franceschini	10	60	Porsche, Audi	Spider	21.2	6.5	72	65	0	65
Contemporary Imports Miami, FL	Angel Dominquez	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	63*	0	63*
Bebcor Motors Englewood, NJ	Dan Farrell	3	18		Milano	3.1	1.6	20	62	0	62

*Estimate

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DEALERS

(ALL DOLLAR FIGURES IN MILLIONS)	Principal or top official	Years in business	Employees	Other makes, same location	Best selling model	Total 1988 $ sales all franchises, depts. at location	Parts & service $ volume	Retail used units	Retail new units	1988 fleet sales	Total 1988 new units
AUDI											
Auto Plaza Porsche-Audi Pittsburgh, PA	Ed Walker	8	41	Porsche	80/90	12.0	2.5	250	350	0	350
The Annis Corporation Natick, MA	E. Keene Annis	33	38	VW, Porsche, Laforza, Lotus	5000S	26.0	5.7	107	299	0	299
Jack Daniels Motors Fairlawn, NJ	John J. Daniels	17	49	Porsche	80/90	22.6	5.3	231	277	0	277
Semersky Enterprises Highland Park, IL	Bruce Semersky	13	N.A.	Porsche	N.A.	N.A.	N.A.	N.A.	264	0	264
Lynch Imports Chicago, IL	Richard V. Lynch Jr.	7	90	Porsche, Saab, VW	90	33.4	7.9	421	244	0	244
Hinsdale Motor Cars Hinsdale, IL	Bill Boyd	N.A.	60	Porsche	80	25.1	3.9	662	235	0	235
Jim Ellis Atlanta Atlanta, GA	Jim Ellis	18	80	Porsche, Sterling, Lotus	5000S	31.5	7.6	350	231	0	231
Pray Audi Greenwich, CT	Malcolm Pray	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	228	0	228
Rietzl Corporation Norwell, MA	Wolfgang Rietzl	19	41	Porsche	5000	12.0	2.6	114	227	0	227
Clair Audi West Roxbury, MA	James E. Clair Sr.	16	128		5000	0.0	0.0	476	226	0	226
BMW											
Crevier BMW Santa Ana, CA	Robert B. Crevier	19	97		325	54.8	5.7	290	1,109	0	1,109
BMW Concord Concord, CA	Myron R. Day	18	60		325 Convertible	41.9	4.3	245	926	0	926
Century Motor Sales Alhambra, CA	Leon Peskin	35	N.A.		N.A.	N.A.	N.A.	N.A.	864	0	864
Braman Motors Miami, FL	Norman Braman	19	87	Rolls-Royce	325 Convertible	49.2	7.4	275	863	0	863
Saddleback BMW Irvine, CA	Klaus Lischer	16	N.A.		N.A.	N.A.	N.A.	N.A.	826	0	826
Morristown BMW Morristown, NJ	John Lieser	7	60		3-series	35.0	2.0	400	825	0	825
Weatherford Motors Emeryville, CA	Harry Yasukochi	2	70		3-series	37.5	6.0	315	766	0	766
Pacific BMW Glendale, CA	David L. Ho Jr.	7	N.A.	Mitsubishi, Suzuki	N.A.	N.A.	N.A.	N.A.	757*	0	757*
South Motors of Dade County Miami, FL	Charles Dascal Jim Winterick	10	187	Honda, VW	3-series	63.4	7.3	840	719	0	719
Braman Motor Cars West Palm Beach, CA	Norman Braman	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	642	0	642
BUICK											
Pellkowitz Motors Perth Amboy, NJ	Regis P. McGuire	2	50	Cadillac	Century	227.1	3.3	311	423	2,811	3,234
Wilkins Buick Glen Burnie, MD	Maury Wilkins	20	65	Isuzu	Century	67.0	2.8	200	457	4,000	4,457
Lupient Buick Minneapolis, MN	James W. Lupient	4	N.A.		N.A.	N.A.	N.A.	N.A.	750*	3,502*	4,252*
Orange Buick-GMC Orlando, FL	B. H. King III	15	N.A.	GMC	N.A.	N.A.	N.A.	N.A.	1,250*	2,552*	3,802*
Loren Buick Glenview, IL	Irving N. Segal	28	70		LeSabre	54.0	4.1	419	919	2,066	2,985
Reef Buick Fort Lauderdale, FL	Jack Kelley	16	103		Century	58.4	6.7	675	1,213	1,768	2,981
Boulevard Buick-GMC-Saab Long Beach, CA	James A. Willingham	28	70	GMC, Saab, Sterling	Regal	46.9	5.5	256	358	2,617	2,975
Bob Brest Buick Lynn, MA	Robert Brest	27	130	Nissan	LeSabre	75.4	2.8	1,193	727	2,129	2,856
William Lehman Buick Miami, FL	William Lehman Jr.	23	124	Saab	Regal	58.9	6.9	1,315	901	1,489	2,390
Prospect Motors Jackson, CA	W. E. Halvorson	15	54	Chevrolet, Pontiac, Cadillac	Regal	365.5	2.5	0	50	2,257	2,307

*Estimate

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DEALERS

(ALL DOLLAR FIGURES IN MILLIONS)	Principal or top official	Years in business	Employees	Other makes, same location	Best selling model	Total 1988 $ sales all franchises, depts. at location	Parts & service $ volume	Retail used units	Retail new units	1988 fleet sales	Total 1988 new units
CADILLAC											
Polkowitz Motors Perth Amboy, NJ	Regis P. McGuire	2	53	Buick	DeVille	227.1	3.2	311	257	7,203	7,460
Bayview Cadillac Fort Lauderdale, FL	Edward J. Morse	28	181		DeVille	207.7	9.2	1,519	2,038	5,157	7,195
Roger Penske Cadillac Downey, CA	William Piercey	10	169		DeVille	N.A.	N.A.	632	1,770	1,286	3,056
Rodger Meier Cadillac Dallas TX	Todd Meier	8	135	Sterling	DeVille	87.3	4.2	728	1,207	1,252	2,459
Martin Cadillac Company Los Angeles, CA	Dana R. Martin	12	200	Sterling	DeVille	98.4	16.7	512	1,358	934	2,292
Central Cadillac Cleveland, OH	George Porter	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	665*	1,265*	1,930*
Premier Cadillac Kansas City, MO	John J. Roach Jr.	29	110	Sterling, Jaguar	DeVille	71.7	5.1	1,092	723	1,084	1,807
Don Massey Cadillac Plymouth, MI	Don Massey	28	147	Rolls-Royce, Sterling	DeVille	93.4	11.7	1,728	1,365	275	1,640
Coral Cadillac Pompano Beach, FL	Norman E. Wiese	40	140		DeVille	72.6	8.9	1,026	1,611	0	1,611
Prospect Motors Jackson, CA	W. E. Halvorson	15	54	Chevrolet, Buick, Pontiac, Olds	DeVille	355.5	2.5	171	37	1,471	1,508
CHEVROLET											
Ed Morse Chevrolet Lauderhill, FL	Edward J. Morse Jr.	10	160		Cavalier	331.2	11.1	1,396	2,829	26,579	29,408
Friendly Chevrolet Dallas, TX	Mark A. Eddins	10	225	Geo		80.9	19.9	2,154	4,333	15,192	19,525
Bill Wink Chevrolet Dearborn, MI	William J. Wink	33	81		Celebrity	199.0	4.2	686	879	15,629	16,508
Prospect Motors Jackson, CA	W. E. Halvorson	15	54	Cadillac, Buick, Pontiac, Olds	Corsica	355.5	2.5	171	297	14,836	15,133
"Z" Frank Chevrolet Chicago, IL	John L. Sayer	53	115	Geo	Cavalier	119.3	4.6	810	2,890	8,122	11,012
Delorme Chevrolet Inglewood, CA	John K. De l'Orme	9	80		Corsica/Beretta	116.9	4.5	354	739	9,915	10,654
Curry Chevrolet Sales & Service Scarsdale, NY	B. F. Curry Jr.	25	65	Geo	Cavalier	110.8	3.3	222	779	9,695	10,474
Bob Brest Chevrolet Lynn, MA	Bob Brest	27	123		S-10 Pickup	117.2	21.0	0	1,670	8,251	9,921
Bast Chevrolet Seaford, NY	Charles W. Bast	38	92		Cavalier	117.9	4.8	773	2,021	7,072	9,093
Legum Chevrolet-Nissan Baltimore, MD	Jeffrey A. Legum	67	195	Nissan	N.A.	114.9	13.6	1,231	2,465	4,008	6,473
CHRYSLER-PLYMOUTH											
Lake Forest Chrysler-Plymouth Gaithersburg, MD	William Cash	N.A.	40		N.A.	N.A.	N.A.	N.A.	2,735*	8,421*	11,156*
South Bay Chrysler-Plymouth Torrance, CA	James B. Clark	4	130	Jeep, Eagle	Voyager	162.8	3.9	1,382	1,062	8,491	9,553
Galeana Chrysler-Plymouth Fort Myers, FL	Frank Galeana	15	91	Peugeot	Voyager	122.5	4.2	1,353	1,416	6,442	7,858
Agency Chrysler-Plymouth West Salem, OH	Sam Frankino	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	1,850*	5,444*	7,294*
Ed Barwick Chrysler-Plymouth Napa, CA	Ed Barwick	34	30	Volvo	Voyager	61.7	1.3	178	259	5,472	5,731
Weir Auto Sales Raynham, MA	Robert M. Barboza	22	85	Jeep, Eagle	LeBaron Coupe	N.A.	N.A.	N.A.	2,250*	3,193*	5,443*
Hollywood Chrysler-Plymouth Hollywood, FL	Russ Everatt	N.A.	79		N.A.	N.A.	N.A.	N.A.	1,150*	3,560*	4,710*
Allen Cubbage C-P-D Stanley, VA	Allen J. Cubbage	8	26	Dodge	LeBaron	83.0	0.6	1,050	148	3,100	3,248
Russ Darrow Waukesha Waukesha, WI	Russell M. Darrow Jr.	22	80		Voyager	42.6	2.6	876	825	1,870	2,695
Don Warnock Chrysler-Plymouth Livingston, NJ	Donald W. Warnock	8	23		Voyager	20.2	N.A.	204	818	492	1,310

*Estimate

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DEALERS

(ALL DOLLAR FIGURES IN MILLIONS)	Principal or top official	Years in business	Employees	Other makes, same location	Best selling model	Total 1988 $ sales all franchises, depts. at location	Parts & service $ volume	Retail used units	Retail new units	1988 fleet sales	Total 1988 new units
DODGE											
Luke Potter Dodge Winter Park, FL	Luther D. Potter	26	75		Caravan	327.0	3.0	689	826	16,437	17,263
Forest Lake C-P-D Forest Lake, MN	Dennis Hecker Walter Busch	N.A.	40	Chrysler, Plymouth	N.A.	N.A.	N.A.	N.A.	1,440*	12,491*	13,931*
Tate Dodge Glen Burnie, MD	Creston Tate	28	N.A.		N.A.	N.A.	N.A.	N.A.	1,450*	11,247*	12,697*
Colonial Dodge Kensington, MD	John Fitzgerald Jr.	5	100	Peugeot, Alfa Romeo	Caravan	N.A.	N.A.	N.A.	2,350	8,757	11,107
Freeway Dodge Bloomington, MN	Thane Hawkins	24	53		Caravan	N.A.	N.A.	783	804	9,173	9,977
Bel Aire Dodge Torrance, CA	James B. Clark	14	91		Caravan	110.6	3.2	788	1,168	7,406	8,574
Warnock Dodge East Hanover, NJ	Donald W. Warnock	13	145		Caravan	84.6	5.9	398	2,460	3,716	6,176
Pryority Motors Pryor, OK	Bruce W. Jacobs	3	14	Chrysler, Plymouth, Jeep, Eagle, Shelby	Caravan	87.3	0.2	108	217	3,214	3,431
Dodge World Kissimmee, FL	Tom Palme	10	75		Dakota	37.7	2.3	793	598	1,810	2,408
Precision Dodge Tampa, FL	Frank L. Morsani	18	58		Caravan	24.5	4.3	581	897	215	1,112
FORD											
Jordan Ford Mishawaka, IN	Jordan H. Kapson Craig A. Kapson	40	195	Toyota, Volvo	Taurus	341.6	8.5	1,541	11,411	13,355	24,766
Fairway Ford Latrobe, PA	James O'Neal Jr	11	30		Taurus	317.2	0.6	5,693	354	23,360	23,714
McInerney Ford Orlando, FL	Richard L. Smith	14	120		Mustang	254.2	4.8	678	2,232	18,343	20,575
Arnold Palmer Ford-L-M Bluffton, SC	James O'Neal Jr	11	38	Lincoln, Mercury	Tempo	420.7	0.5	164	244	13,698	13,942
Ricart Ford Columbus, OH	Rhett C. Ricart Paul F. Ricart Jr.	34	497		Escort	232.7	6.3	11,084	11,618	0	11,618
Rice and Holman Ford Mt. Laurel, NJ	Joseph P. Glowacki	65	237	Kenworth	Escort	208.0	12.5	1,196	4,717	5,420	10,137
Al Piemonte Ford Melrose Park, IL	Al Piemonte	24	145		Escort	126.4	4.4	1,523	3,123	6,601	9,724
Pacifico Ford Philadelphia, PA	Kerry T. Pacifico	35	167		Tempo	125.0	5.6	1,182	2,187	6,873	9,060
Santa Monica Ford Santa Monica, CA	Bob Karlin Wayne Harding	25	88		Taurus	128.2	8.2	530	1,976	6,554	8,530
Town & Country Ford Charlotte, NC	Bruton Smith	20	250		Escort	130.4	10.6	3,217	7,617	159	7,776
GMC											
Courtesy Pontiac-GMC Tampa, FL	G. Howell Lary Jeff Wooley	15	164	Pontiac	Light truck	67.8	11.8	916	523	1,534	2,057
Jim Causley Pontiac-GMC Mt. Clemens, MI	James F. Causley	32	136	Pontiac	N.A.	87.5	7.5	1,721	1,473	206	1,679
Ferguson GMC Norman, OK	Tommy Ferguson	15	120	Pontiac, Yugo	Pickups	51.4	4.9	1,191	1,122	56	1,178
Art Moran Pontiac-GMC Southfield, MI	Art Moran	16	136	Pontiac	Jimmy	7.1	6.6	800	700	250	950
Showcase Pontiac-GMC Phoenix, AZ	Larry Lee Van Tuyl	10	130	Pontiac	S-15 Pickup	54.4	5.9	866	612	231	843
Somerset Pontiac-GMC Troy, MI	John P. Fowler John B. McMullen	14	83	Pontiac	Vans	60.2	7.4	1,367	796	0	796
Sherwood Pontiac-GMC Delray Beach, FL	Sherwood Sheehan Jr.	12	70	Pontiac, Daihatsu	Sierra Pickup	38.7	3.5	336	236	307	543
Larry Faul Oldsmobile-GMC Schaumburg, IL	Frederick J. Frazier	40	137	Olds, Peugeot	Jimmy	93.7	10.4	758	414	112	526
Gay Pontiac & GMC Dickinson, TX	Carl Gay	39	65	Pontiac	N.A.	45.0	3.9	0	500	12	512
Bill Farley Pontiac-GMC Birmingham, AL	Bill D. Farley	7	104	Pontiac	Sierra Pickup	38.5	2.9	901	372	112	484

*Estimate

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DEALERS

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HONDA											
Gardena Honda Gardena, CA	Al Sheng	10	N.A.		N.A.	N.A.	N.A.	N.A.	5,490*	0	5,490*
Robertson Honda North Hollywood, CA	Jack B. Robertson	N.A.	N.A.	N.A.		N.A.	N.A.	N.A.	4,150*	0	4,150*
Honda of Beaverton Beaverton, OR	Robert D. Lanphere	15	75		Accord	N.A.	N.A.	N.A.	3,350*	0	3,350*
Showcase Honda Phoenix, AZ	Larry Lee Van Tuyl	18	78		Accord	52.6	5.3	690	2,231	667	2,898
Penske Honda Downey, CA	George Lucas	3	57	N.A.	Accord	41.6	3.5	357	2,444	279	2,723
Plaza Honda Brooklyn, NY	John Rosatti Roger Paris	12	65	Olds	Accord	39.4	5.5	300	2,540	140	2,680
Rosenthal Honda Vienna, VA	Robert M. Rosenthal	17	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	2,550*	0	2,550*
Schaumburg Honda Automobiles Schaumburg, IL	Robert V. Rohrman	26	89		Accord	6.1	1.8	875	2,522	0	2,522
Pflueger Honda Honolulu, HI	James Pflueger Michael Keppel	20	111		Accord	51.0	5.7	1,403	2,455	0	2,455
Honda of Lisle Lisle, IL	Horst Korallus	11	102		Accord	40.0	3.0	1,028	2,321	0	2,321
HYUNDAI											
Cormier Hyundai Long Beach, CA	John Peterson Sr. Len Cormier III	3	66		Excel	34.3	2.6	296	3,397	0	3,397
Kim-Hankey Hyundai Los Angeles, CA	Richard Kim	3	76		GL	30.9	3.0	160	2,800	0	2,800
Lee Hyundai Fayetteville, NC	John F. Lee	2	65		Excel	26.3	1.6	200	2,730	0	2,730
Galpin Hyundai Sepulveda, CA	H. F. Boeckmann III	27	60		Excel	28.0	2.3	0	2,602	0	2,602
Bauer Hyundai Tinley Park, IL	Gordon Walker	2	44		Excel	24.3	1.0	170	2,542	0	2,542
Escondido Hyundai Escondido, CA	C. R. Ellinwood III	7	N.A.		N.A.	N.A.	N.A.	N.A.	2,064*	403*	2,467*
Bay Ridge Hyundai Brooklyn, NY	Carmilo Giuffre	4	40		Excel	24.4	2.5	N.A.	2,232	0	2,232
Savage Hyundai Monroula, CA	Dennis Assael	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	2,153	0	2,153
Bob Ciasulli Hyundai Little Falls, NJ	Robert Ciasulli Jr.	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	2,152	0	2,152
Tate Hyundai Claremont, CA	Jack Head	20	63		Excel	26.5	2.6	667	2,072	67*	2,139*
ISUZU											
Isuzu of Hillside Hillside, NJ	Gaetano Marianino	6	41	N.A.	Trooper	17.4	1.9	29	1,144	0	1,144
Sam White Isuzu Houston, TX	Sam H. White	18	250	Olds, Sterling	Q-16 Pickup	93.1	1.5	209	950	93	1,043
Fountain Isuzu Orlando, FL	Louis King	N.A.	N.A.	Olds, GMC, Mitsubishi	N.A.	N.A.	N.A.	N.A.	N.A.	342*	684*
Fresno Isuzu Fresno, CA	Antonio Rodriguez	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	951	0	951
Fletcher Jones Isuzu Las Vegas, NV	Fletcher Jones Jr.	8	20		2-wd truck	10.5	0.9	70	846	0	846
King Motor Company Fort Lauderdale, FL	W. Clay King	8	242	Olds, GMC, Suzuki, Daihatsu	I-Mark	108.6	1.0	1,529	802	37	839
Atlantic Isuzu West Islip, NY	John Staluppi	15	200	Hyundai, Jeep, Eagle, Olds	Trooper	102.5	1.0	700	804	20	824
Martin Isuzu Marietta, GA	Cornelius Martin	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	731	0	731
Rountree Isuzu Shreveport, LA	Kevin Reinschmidt	N.A.	140	Olds, Yugo	N.A.	60.4	5.6	2,788	731	0	731
Biddulph Chevrolet Santa Rosa, CA	Barry Biddulph	5	105	Isuzu, Geo, Daihatsu	Trooper	36.9	3.8	702	704	0	704

*Estimate

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JAGUAR											
Hempstead Auto Company Hempstead, NY	Hugh J. Weidinger	25	77		XJ6	50.9	10.1	240	726	0	726
Hornburg Jaguar Los Angeles, CA	William Gaby	43	96	Range Rover	XJ6	40.9	9.0	60	568	26	594
Newport Imports Newport Beach, CA	Lee West	N.A.	N.A.	Range Rover	N.A.	N.A.	N.A.	N.A.	492	0	492
Dominion Motor Cars Houston, TX	Roy I. Bennion Stewart A. Feldman	3	120	Volvo, Subaru	XJ6	48.2	8.6	347	411	61	472
The Jaguar Collection Coral Gables, FL	Joseph DeMaria	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	443	0	443
Rallye Motors Paramus, NJ	Manny Sicari	29	N.A.		N.A.	N.A.	N.A.	N.A.	426	0	426
Bauer Jaguar Anaheim, CA	Richard Bauer	10	57		XJ6	26.7	4.3	58	406	6	412
Sovereign Jaguar Hicksville, NY	Alan Feldman	23	33		XJ6	23.0	4.5	26	370	0	370
Rosenthal Jaguar Vienna, VA		N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	369	0	369
Terry York Motor Cars Encino, CA	Terry York	20	N.A.		N.A.	N.A.	N.A.	N.A.	342	0	342
JEEP-EAGLE											
Jasper Jeep-Eagle Jasper, GA	Michael W. Lowe	13	48		Cherokee	55.3	1.8	536	2,173	664	2,837
Manhattan Jeep-Eagle New York, NY	John Monninger	2	61		Cherokee	49.4	3.2	117	2,379	123	2,502
Buerge Jeep-Eagle Los Angeles, CA	John R. Buerge	6	103	Ford	Cherokee	42.6	4.2	184	1,320	678	1,998
Atlantic Jeep-Eagle West Islip, NY	John Staluppi	15	200	Olds, Isuzu, Hyundai	Cherokee	102.5	2.0	700	1,662	278	1,940
Don-A-Vee Jeep-Eagle Bellflower, CA	Clive Skilton	3	60		Cherokee	40.0	2.2	510	1,826	96	1,922
Roswell Jeep-Eagle Roswell, GA	Gary M. Grim	3	62		Cherokee	37.7	3.2	394	1,201	340	1,541
Broadway Jeep-Eagle Littleton, CO	Gerald Morris	12	75		Cherokee	40.0	2.8	932	1,135	353	1,488
Huntington Jeep-Eagle Huntington Beach, CA	Gary C. Gray	4	70		Cherokee	31.0	3.1	435	1,181	161	1,342
Royal Jeep-Eagle Fern Park, FL	Ray M. Tatum	15	78		Cherokee	31.9	3.6	624	1,285	N.A.	1,285*
Orange Coast Jeep-Eagle Costa Mesa, CA	Gary C. Gray	8	75		Cherokee	31.0	1.7	443	1,255	0	1,255
LINCOLN-MERCURY											
Libertyville L-M Sales Libertyville, IL	Julius Marks	17	90		Cougar	296.4	3.6	710	2,029	17,698	19,727
Arnold Palmer Ford L-M Bluffton, SC	James O'Neal Jr.	11	38	Ford	Sable	420.7	0.5	164	122	15,784	15,906
Central Florida L-M Orlando, FL	David McAbee	26	98		Grand Marquis	123.0	3.4	629	1,124	4,467	5,591
Northgate L-M Tampa, FL	Jack Parks	14	160		Grand Marquis	86.9	5.4	1,063	2,419	1,568	3,987
Reedman L-M Langhorne, PA	Ralph Reedman	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	3,791	0	3,791
Elmhurst L-M Elmhurst, IL	David G. Mears	77	76		Topaz	64.8	2.9	420	1,022	2,653	3,675
Pompano L-M Pompano Beach, FL	Joseph Chiavaroli	15	114		Grand Marquis	73.5	6.4	986	1,930	1,589	3,519
Stu Evans L-M Garden City, MI	Stewart Evans John Evans	44	N.A.		N.A.	N.A.	N.A.	N.A.	3,450	0	3,450
Holman L-M Maple Shade, NJ	John M. Todd	50	147		Cougar	81.4	6.8	1,014	3,020	350	3,370
Tasca L-M Seekonk, MA	Robert F. Tasca Sr.	18	101		Grand Marquis	72.4	4.8	859	3,343	0	3,343

*Estimate

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MAZDA											
Puente Hills Mazda City of Industry, CA	Fritz Hitchcock	7	81		2wd truck	39.6	3.3	630	2,407	283	2,690
Maple Shade Mazda Maple Shade, NJ	Bob Dimmerman	16	N.A.		N.A.	N.A.	N.A.	N.A.	2,176	0	2,176
Gunther Mazda Fort Lauderdale, FL	Joe Gunther	19	150	VW	626	53.0	6.3	1,188	2,134	0	2,134
Ted Britt of Fairfax Fairfax, VA	M. G. Britt	30	91		323	32.3	6.5	250	2,114	0	2,114
Billy Barrett Mazda Dallas, TX	Billy Barrett	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	1,961	0	1,961
Oak Tree Mazda San Jose, CA	Enide Allison David A. Allison	19	79		B2200	31.2	5.1	342	1,817	42	1,859
128 Mazda Wakefield, MA	Thomas McManus Sr.	17	N.A.	Olds, Isuzu	N.A.	N.A.	N.A.	N.A.	1,740	0	1,740
Freeman Oldsmobile-Mazda Irving, TX	J. W. Freeman	31	N.A.	Hyundai, Daihatsu, Olds	N.A.	N.A.	N.A.	N.A.	1,734	0	1,734
Rosenthal Mazda Vienna, VA	Robert M. Rosenthal	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	1,668	0	1,668
Derollo Mazda Stockton, CA	Paul Umdenstock	3	50	N.A.	N.A.	23.3	1.5	234	1,573	91	1,664
MERCEDES-BENZ											
Ray Catena Motor Car Edison, NJ	Raymond Catena	8	90	N.A.	300E	79.9	7.5	137	1,314	0	1,314
Jim Slemons Imports Newport Beach, CA	Jim Slemons	28	175		420SEL	107.9	25.2	462	1,312	0	1,312
Benzel-Busch Motors Inglewood, NJ	Joseph A. Agresta	10	105		300E	88.0	8.5	105	1,286	0	1,286
Rallye Motors Roslyn, NY	Peter G. Terian	30	150	BMW, Rolls-Royce	300E	81.7	10.0	120	1,169	40	1,209
Mercedes-Benz Manhattan New York, NY	John Churan	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	1,050*	0	1,050*
RBM of Atlanta Atlanta, GA	John Ellis	19	130	N.A.	300E	86.4	11.9	296	941	0	941
Park Place Motorcars Dallas, TX	Kenneth Schnitzer Jr.	2	120		300E	59.7	10.0	306	803	0	803
Smythe European San Jose, CA	William D. Smythe	40	150	Volvo	300E	82.1	13.1	569	795	0	795
Prestige Motors Paramus, NJ	Joseph T. Dockery	20	100	Range Rover	560SL	65.0	8.8	210	780	0	780
Euro Motorcars Bethesda Bethesda, MD	Patrick Douglas	10	147		300E	54.7	8.8	206	680	0	680
MITSUBISHI											
Michael Mitsubishi Fresno, CA	Larry Lee Van Tuyl Michael Rosvold	3	22	N.A.	Mighty Max Pickup	33.3	1.8	864	2,563	0	2,563
Century Mitsubishi Warwick, RI	Kenneth L. Hagen	3	30		Precis	26.7	1.1	90	1,123	1,027	2,150
Bob Ciasulli Mitsubishi Little Falls, NJ	Robert Ciasulli	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	1,909	0	1,909
Crabtree-Haas Mitsubishi Shelton, CT	Fred Haas David Shafman	2	N.A.		N.A.	N.A.	N.A.	N.A.	1,840	0	1,840
West Covina Mitsubishi West Covina, CA	Tarek Alnassen	4	N.A.		N.A.	N.A.	N.A.	N.A.	1,340*	250*	1,590*
Bob King Mitsubishi Winston-Salem, NC	Bob King	3	35		Mighty Max Pickup	14.4	0.7	498	1,395	0	1,395
Ramsey Mitsubishi Ramsey, NJ	Ray Van Duren	2	38		Galant	N.A.	N.A.	160	1,360	10	1,370
Puente Hills Mitsubishi City of Industry, CA	Nicholas N. Shammas	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	1,336	0	1,336
Potamkin Mitsubishi North Plainfield, NJ	Robert Potamkin Robert Nitabach	N.A.	N.A.	Sterling, Yugo, Hyundai, Chevrolet	N.A.	N.A.	N.A.	N.A.	1,207	0	1,207
Potamkin Mitsubishi Warwick, RI	Robert M. Potamkin	18	60	Chevrolet, Hyundai, Jeep-Eagle	Galant	77.0	5.7	1,265	1,197	0	1,197

*Estimate

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NISSAN											
Action Nissan Kissimmee, FL	Joe Williamson Dennis Hecker	3	72		Sentra	78.0	6.7	729	583	9,719	10,302
Northtown Nissan Fridley, MN	Dennis E. Hecker	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	396	5,761	6,157
Nissan of Downey Downey, CA	Carmen Koosa	6	108		Sentra	70.6	3.3	818	4,129	916	5,045
Autoplaza Nissan Westbury, NY	Anthony Panebianco John Branham	10	140		Sentra	60.7	6.5	594	4,492	0	4,492
ABC Nissan Phoenix, AZ	Lárry Lee Van Tuyl	18	250	N.A.	Sentra	87.3	10.4	2,653	3,200	572	3,772
Rosenthal Nissan Vienna, VA	Robert M. Rosenthal Paul Smith	35	205	Mazda	Sentra	100.1	10.1	1,464	3,354	87	3,441
Kelly-Kean Nissan Oak Lawn, IL	Arthur W. Kelly W. Ralliegh Kean	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	795	2,331	3,126
Universal City Nissan Los Angeles, CA	Morris Schrage	18	125		Sentra	50.6	7.6	497	2,732	209	2,941
Mossy Nissan National City, CA	Philip E. Mossy	7	157		Sentra	49.4	5.1	1,450	2,936	0	2,936
Performance Nissan San Diego, CA	Jim Blanton	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	2,655	49	2,704
OLDSMOBILE											
Dale Oldsmobile Bronx, NY	Mark Rosenstock Jr.	40	99	Pontiac, Jeep, Eagle	Cutlass Ciera	226.7	3.0	N.A.	1,465	15,650	17,115
Jim Lupient Minneapolis, MN	James W. Lupient	20	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	2,230*	3,850*	6,080*
Anderson Oldsmobile Baltimore, MD	William R. Mortimer	19	124	Sterling	Cutlass Ciera	106.2	6.9	664	1,632	4,407	6,039
Larry Faul Oldsmobile-GMC Schaumburg, IL	Frederick J. Frazier	40	137	GMC, Peugeot	Cutlass Ciera	93.7	10.4	756	1,102	4,388	5,490
Henry Faulkner Philadelphia, PA	Henry Faulkner Jr. Joseph Faulkner	30	200	—	Cutlass Ciera	58.6	9.0	708	1,994	3,099	5,093
Sam White Oldsmobile Houston, TX	Sam H. White	40	250	Isuzu, Sterling	Cutlass Ciera	N.A.	N.A.	N.A.	3,010*	1,880*	4,890*
"Z" Frank Oldsmobile Des Plaines	John L. Sayer	5	84		Cutlass Ciera	70.1	4.0	640	1,450	3,560	5,010
Browning Oldsmobile-Subaru Cerritos, CA	Kent Browning	16	N.A.	Subaru	N.A.	N.A.	N.A.	N.A.	1,660*	2,370*	4,030*
King Motor Fort Lauderdale, FL	W. Clay King	3	242	Isuzu, GMC, Suzuki, Daihatsu	Cutlass Ciera	108.6	11.9	1,529	1,796	2,175	3,971
Moore-Hudson Olds-GMC Columbia, SC	James E. Hudson	8	127	GMC	Cutlass Ciera	78.0	6.6	906	1,118	2,660	3,778
PEUGEOT											
Maplewood Peugeot Maplewood, NJ	Alan Castroll	8	N.A.		N.A.	N.A.	N.A.	N.A.	141	0	141
Autos Vega San Juan, PR	Ramon Vega	48	82	Ford, Lincoln, Mercury, Hino	505	18.0	2.2	584	113	10	123
Peugeot of Westfield Westfield, NJ	Joseph Gayer	3	20	Bertone	505	8.0	0.8	327	104	0	104
Doran Chevrolet-Peugeot Dallas, TX	Ed Doran	9	N.A.	Chevrolet	N.A.	N.A.	N.A.	N.A.	102	0	102
Bill's Jeep-Eagle-Peugeot Stratham, NH	Dennis T. [illegible]	20	16	Jeep, Eagle	505	7.0	0.8	275	100	0	100
Foreign Motors West Natick, MA	Thomas R. Mix	15	150	Mercedes, Range Rover, BMW, Rolls-Royce	405	56.2	11.9	201	99	0	99
Tenafly Foreign & Domestic Cars Tenafly, NJ	Robert Engel	27	16		505 Turbo	3.3	1.3	60	90	0	90
Overseas Auto Hastings on Hudson, NY	Franz Bammert	7	19		405S	3.3	1.7	25	65	0	65
Fred's Peugeot Philadelphia, PA	David Fellner	20	18		505 Station Wagon	N.A.	N.A.	60	84	0	84
Stadium Motors Anaheim, CA	Gerald Grace	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	74	0	74

*Estimate

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PONTIAC											
Stephen Pontiac-Cadillac Bristol, CT	Stephen Barberino Sr Stephen Barberino Jr	32	170	Jaguar, Cadillac, Toyota, GMC	Grand Am	193.6	7.1	1,039	505	13,813	14,318
J. M. Pontiac Hollywood, FL	John McNally Jack Bark	20	193		Grand Am	186.3	9.2	3,612	3,116	9,546	12,662
Prospect Motors Jackson, CA	W. E. Halvorson	15	54	Chevrolet, Buick, Cadillac, Olds	Bonneville	355.5	2.5	0	36	9,509	9,545
Penn Pontiac Baltimore, MD	Stanley Z. Penn	19	56		Grand Am	34.2	3.3	185	693	7,851	8,544
Dave Gill Pontiac-GMC Columbus, OH	Dave Gill	7	95	GMC	Grand Am	70.1	6.3	959	1,740	2,744	4,484
Cochran Pontiac Monroeville, PA	R. W. Cochran	25	272	GMC, Cadillac, Isuzu, Olds, Suzuki	Sunbird	138.0	13.7	2,439	3,375	147	3,522
Art Moran Pontiac-GMC Southfield, MI	Art Moran	16	130	GMC	Bonneville	70.9	8.8	600	2,250	1,050	3,300
Arnold Palmer Motors Latrobe, PA	James O'Neal Jr	11	46	Buick, Cadillac, Olds	Bonneville	77.4	0.9	200	107	3,102	3,209
Jim Causley Pontiac-GMC Mt. Clemens, MI	James F. Causley	32	135	GMC	Sunbird	87.6	7.4	1,721	2,228	496	2,724
Ridge Motors Pontiac Des Plaines, IL	Edward M. Mize	26	87		Grand Am	39.7	3.7	288	1,079	1,636	2,715
PORSCHE											
Champion Motors Pompano Beach, FL	John Lonergan	1	275	Audi	911	23.7	4.6	193	275	0	275
Semersky Enterprises Highland Park, IL	Bruce Semersky	13	N.A.	Audi	N.A.	N.A.	N.A.	N.A.	215	0	215
Jim Ellis Atlanta Atlanta, GA	Jim Ellis	18	80	Audi, Sterling, Lotus	944	31.5	7.6	350	189	0	189
Jack Daniels Motors Fairlawn, NJ	John T. Daniels	17	49	Audi	944	22.6	5.3	231	187	0	187
Schneider - Nelson West Long Branch, NJ	Philip Schneider Jr. R. Jerry Nelson	12	41	Audi, Sterling, Range Rover	911	20.7	3.7	172	181	0	181
Forest Lane Porsche-Audi Dallas, TX	Kirk Franceschini	10	60	Audi, Alfa Romeo	911	21.2	6.5	72	180	0	180
Zipper Porsche Beverly Hills, CA	Sarah Gregory	26	N.A.		911	N.A.	N.A.	46	177	0	177
The Porsche Collection Miami, FL	Joseph DeMaria	32	N.A.	Audi	N.A.	N.A.	N.A.	N.A.	175	0	175
Braman Porsche-Audi Miami, FL	Norman Braman	7	60	Audi	911	27.0	N.A.	565	171	0	171
Brumos Atlanta Porsche-Audi Smryna, GA	Deborah Gregg	10	72	Audi	911	25.3	6.9	482	142	0	142
RANGE ROVER											
Foreign Motors West Natick, MA	Thomas R. Mix	2	150	Mercedes, BMW, Peugeot, Rolls-Royce		56.2	11.9	201	176	N.A.	176
Range Rover Land Massapequa, NY	Bryan Lazarus Michael Lazarus	2	9			6.8	0.8	48	170	0	170
Prestige Motors Paramus, NJ	Joseph T. Dockery	20	100	Mercedes		65.0	8.8	210	139	0	139
Miller Automobile Darien, CT	Frank A. Miller William Steinmetz	31	63	Jaguar, VW		34.0	5.0	63	121	0	121
Scottsdale Jaguar Scottsdale, AZ	Steven Knappenberger	N.A.	N.A.			N.A.	N.A.	N.A.	120	0	120
HBL Incorporated Vienna, VA	George C. Andreas	18	125	Mercedes, Audi, Porsche		46.9	9.7	226	110	0	110
Paul Miller Incorporated Parsippany, NJ	Paul T. Miller II	11	60	Porsche, Audi		22.3	5.7	25	104	0	104
Newport Imports Newport Beach, CA	Lee West	N.A.	N.A.	Jaguar		N.A.	N.A.	N.A.	85	0	85
Terry York Motor Cars Encino, CA	Terry York	20	N.A.	Rolls-Royce, Jaguar		N.A.	N.A.	N.A.	85	0	85
Hennessy Cadillac Atlanta, GA	Robert D. Hennessy	N.A.	N.A.	Cadillac		N.A.	N.A.	N.A.	82	0	82

*Estimate

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DEALERS

(ALL DOLLAR FIGURES IN MILLIONS)	Principal or top official	Years in business	Employees	Other makes, same location	Best selling model	Total 1988 $ sales all franchises, depts. at location	Parts & service $ volume	Retail used units	Retail new units	1988 fleet sales	Total 1988 new units
ROLLS-ROYCE											
Carriage House Motor Car New York, NY	Michael Schudroff	5	N.A.		N.A.	N.A.	N.A.	N.A.	151*	0	151*
Gregg Motors Rolls-Royce Beverly Hills, CA	Howard Schneider	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	120*	0	120*
Terry York Motor Cars Encino, CA	Terry York	20	N.A.	Jaguar, Range Rover	N.A.	N.A.	N.A.	N.A.	115*	0	115*
Newport Auto Center Newport Beach, CA	Steve Bren Roger Fletcher	3	108	Porsche, Audi, Chevrolet, Bentley	Silver Spur	N.A.	N.A.	37	110	0	110
Braman Motor Cars West Palm Beach, FL	Richard Hallowell Norman Braman	4	90	BMW, Sterling, Maserati	Silver Spur	N.A.	N.A.	600	65	10	75
Lauderdale Imports Fort Lauderdale, FL	Larry K. Oden	3	13		Silver Spur	12.5	1.1	64	50	0	50
F.C. Kerbeck & Sons Palmyra, NJ	Frank R. Kerbeck	21	N.A.	Saab	N.A.	N.A.	N.A.	N.A.	45*	0	45*
Rusnak/Pasadena Pasadena, CA	Paul Rusnak	29	N.A.	Porsche, Audi, Jaguar, Sterling	N.A.	N.A.	N.A.	N.A.	35*	0	35*
Carriage House Motor Car Greenwich, CT	Michael Schudroff	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	34	0	34
Braman Motors Miami, FL	Norman Braman	19	87	BMW	Silver Spur	49.2	7.4	5	33	0	33
SAAB											
Ramsey Saab Ramsey, NJ	Raymond Van Duren	11	40		9000	20.9	3.0	156	642	10	652
Patrick Motors Worcester, MA	Merle Patrick Neil P. Patrick	19	58	Subaru, Suzuki	900S	3.7	0.8	621	497	47	544
Chapman Motors Westport, CT	Ralph Frascatore	19	30		9000 Turbo	16.2	2.6	126	469	0	469
Zumbach Sports Cars New York, NY	Werner G. Maeder Jr.	16	N.A.	Alfa Romeo, Peugeot, Range Rover	N.A.	N.A.	N.A.	N.A.	430	0	430
Lindquist Saab Culver City, CA	John Buerge	5	30		Convertible	N.A.	N.A.	96	384	0	384
Beach Imports Newport Beach, CA	James Parkinson	34	35	Alfa Romeo, Maserati	900 Turbo	16.4	4.1	150	348	0	348
Wigwam Providence, RI	Thomas J. Casey	30	33		900S	10.3	2.1	171	347	0	347
Clews & Strawbridge Frazer, PA	Harry B. Zimmerman	26	28		900S	14.2	2.5	197	344	0	344
Patrick BMW-Saab Schaumburg, IL	Hanley Dawson III	N.A.	N.A.	BMW	N.A.	N.A.	N.A.	N.A.	317	0	317
Gauthier Saab Salem, MA	Daniel H. Gauthier	15	68	Subaru, Mercedes	900S	N.A.	N.A.	N.A.	310	0	310
STERLING											
Penske Cadillac Sterling Bakersfield, CA	Greg Penske	4	67	Cadillac	N.A.	N.A.	N.A.	325	350	32	382
Badger Meier Cadillac Dallas, TX	Todd Meier	8	135	Cadillac	N.A.	87.3	4.2	728	120	100	220
Lou Ehlers Cadillac-Sterling Los Angeles, CA	L. W. Ehlers	2	135	Cadillac	825 SL	45.9	11.1	263	167	0	167
Lindsay Cadillac-Sterling Alexandria, VA	Charles T. Lindsay Jr.	26	140	Cadillac	825 SL	54.7	0.4	0	54	99	153
Martin Cadillac Los Angeles, CA	Dana R. Martin	12	200	Cadillac	N.A.	98.4	16.7	512	101	25	126
Motor Werks of Barrington Barrington, IL	Paul Tamraz	15	150	Mercedes, Cadillac, Porsche, Suzuki, BMW	825 SL	93.3	9.5	525	125	0	125
Douglas Motors Summit, NJ	Peter T. Liebman	24	62	VW	825 SL	38.2	4.3	76	97	19	116
Don Massey Cadillac Plymouth, MI	Don Massey	28	147	Rolls-Royce, Cadillac	N.A.	93.4	11.7	1,728	114	0	114
Mainline Sterling Ardmore, PA	Martin Lustgarten	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	106	0	106
Fanning Sterling Chicago, IL	James R. Reilly	3	N.A.	Cadillac, Buick	825 SL	2[illegible]	0.4	54	86	0	86

*Estimate

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DEALERS

(ALL DOLLAR FIGURES IN MILLIONS)	Principal or top official	Years in business	Employees	Other makes, same location	Best selling model	Total 1988 $ sales all franchises, depts. at location	Parts & service $ volume	Retail used units	Retail new units	1988 fleet sales	Total 1988 new units
SUBARU											
Southlake Subaru Morrow, GA	Steve Dannemann	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	153	2,764	2,917
Browning Oldsmobile-Subaru Cerritos, CA	Kent Browning	16	N.A.	Olds	N.A.	N.A.	N.A.	N.A.	508	2,154	2,662
David McDavid Subaru Houston, TX	David McDavid	N.A.	105	Nissan	DL	58.6	9.5	564	233	2,359	2,592
Hamilton Subaru Morristown, NJ	Malcolm Hamilton	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	144	2,290	2,434
Burt Subaru Englewood, CO	Lloyd Chavez	17	N.A.		N.A.	N.A.	N.A.	N.A.	1,119	288	1,407
Continental Motor Ancorage, AL	Wayne Drumm	14	86	Mazda, Volvo	4wd Wagon	26.9	3.8	669	956	15	971
Shortline Subaru Aurora, CO	Donald P. Hicks	2	54		4wd Wagon	17.2	2.1	553	731	226	957
Patrick Subaru Schaumburg, IL	Hanley Dawson III	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	449	470	919
Potamkin of Broward Plantation, FL	Raymond Strack	4	46		Justy	19.5	0.7	995	804	10	814
Mark-Chris Subaru Ontario, CA	Charles Leggio	15	40		Station Wagon	14.4	1.6	283	697	100	797
SUZUKI											
John Chezik Suzuki St. Charles, MO	John Chezik Mark Muller	20	29		Samurai	11.3	0.8	405	872	0	872
Earnhardt Suzuki Glendale, AZ	Hal J. Earnhardt III Roger Berg	3	40		Samurai	9.5	0.5	500	800	0	800
Bob Ciasulli Suzuki Little Falls, NJ	Robert G. Ciasulli Jr.	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	774	0	774
Minyard Suzuki Greenville, SC	Judson T. Minyard Jr.	2	12		Samurai	1.2	0.1	N.A.	691	0	691
Mark Singleton Suzuki Marietta, GA	Mark Singleton	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	636	0	636
Tree Suzuki National City, CA	T. N. Brown Jr.	3	35		Samurai	8.0	0.7	185	614	0	614
Beaman Suzuki Nashville, TN	Lee A. Beaman Larry Hufford	2	35		Samurai	7.6	1.0	108	562	29	591
Prince Suzuki Hawthorne, CA	Jack Prince	4	15		Samurai	6.0	N.A.	100	575	0	575
Henry Butts Suzuki Carrollton, TX	Henry Butts	3	22		Samurai	6.1	0.9	150	554	0	554
Suzuki Northeast Columbus, OH	Michael L. Dever	2	9		Samurai	8.3	0.5	189	550	0	550
TOYOTA											
Longo Toyota El Monte, CA	Roger Penske John Clark	25	344		Camry	280.4	18.3	2,424	14,959	5,088	20,047
Covington Pike Toyota Memphis, TN	John A. Reddell	10	190		Corolla	125.0	7.9	1,903	8,178	0	8,178
Downey Toyota Downey, CA	Tom Watts Jr	26	185		2wd truck	103.6	7.0	1,751	4,636	2,280	6,916
Toyota of Hollywood Hollywood, FL	Craig Zinn	9	168		Camry	102.3	8.4	2,423	5,786	1,000	6,786
Expressway Toyota Miami, FL	Richard Goldberg	5	175		Corolla	18.0	6.5	1,850	4,600	1,500	6,100
Gateway Toyota Toms River, NJ	Kenneth L. Hagen	16	120		Camry	86.2	4.7	955	3,206	2,723	5,929
Toyota of Orange Orange, CA	David Wilson	5	130		Camry	91.1	7.2	1,628	5,103	576	5,679
Toyota of Cerritos Cerritos, CA	Lewis M. Webb	12	140		Camry	85.5	4.9	1,815	4,058	250	4,308
Sterling McCall Toyota Houston, TX	Sterling B. McCall Jr	20	120		Corolla	72.1	6.8	2,314	2,602	1,703	4,305
Century Toyota Wallingford, CT	Kenneth L. Hagen	12	69		Camry	37.3	3.1	806	2,209	0	2,209

*Estimate

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DEALERS

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VOLKSWAGEN											
Jim Ellis Volkswagen Atlanta, GA	Jim Ellis	18	90		Fox	31.5	6.7	887	1,378	30	1,408
South County Motors Huntington Beach, CA	Daniel J. McKenna III	6	65	Isuzu	Fox	31.9	4.3	256	1,322	0	1,322
Volkswagen Santa Monica Santa Monica, CA	W. H. Sullivan Mike Sullivan	20	120	Hyundai	Jetta	34.4	8.7	386	1,149	0	1,149
Douglas Motors Summit, NJ	Peter T. Liebman	24	62	Sterling	Fox	28.2	4.3	78	854	136	990
Stohlman VW and Subaru Tysons Corner, VA	Richard H. Stohlman	17	107	Subaru	Fox	26.3	5.8	291	944	0	944
Autobahn Tischer Laurel, MD	Christian Von Berg	18	85	Saab, Honda, Range Rover	Jetta	35.0	6.6	300	862	10	872
DiFeo Volkswagen Jersey City, NJ	Joseph DiFeo	7	N.A.		N.A.	N.A.	N.A.	N.A.	856	0	856
VW of Downtown Los Angeles Los Angeles, CA	Nickolas N. Shammas	21	44	N.A.	Jetta	13.0	2.5	65	827	0	827
Ray Burnette Volkswagen Alexandria, VA	Ray Burnette	17	60		Jetta	N.A.	N.A	290	710	33	743
Donaldson Volkswagen Sayville, NY	John C. Donaldson	3	45	Audi, Peugeot, Sterling	Jetta	16.2	3.3	260	586	138	724
VOLVO											
Volvoville, USA Massapequa, NY	Bryan Lazarus Michael Lazarus	26	105		240DL	55.6	8.5	459	1,480	0	1,480
San Diego Volvo San Diego, CA	Wes Hindle	13	98		744 GL	39.9	6.2	477	1,280	0	1,280
Warren Henry Volvo Miami, FL	Warren H. Zinn	13	120		740GL	46.3	7.5	640	1,207	35	1,242
The Volvo Collection Miami, FL	Joseph DeMaria	26	N.A.		N.A.	N.A.	N.A.	N.A.	870*	321*	1,191*
Dyer & Dyer Chamblee, GA	Richard S. Dyer	10	N.A.	Yugo	N.A.	N.A.	N.A.	N.A.	1,043	0	1,043
Kramer Motors Santa Monica, CA	Robert Kramer	38	N.A.		N.A.	N.A.	N.A.	N.A.	820	0	820
Martin Motor Sales New York, NY	Martin Schlanger	27	150	BMW	N.A.	N.A.	N.A.	N.A.	806	0	806
Volvo of Lisle Lisle, IL	Guenter Korallus	27	71		240DL/GL	20.7	6.4	393	748	39	787
Orange County Volvo Garden Grove, CA	Charles K. Patterson	27	71		740	24.4	5.2	173	673	31	704
Karp Volvo Rockville Center, NY	Irving Karp	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.	700	0	700
YUGO											
Caviness Motor Co. Ocala, FL	Rupert Caviness	44	N.A.	Buick	GV	N.A.	N.A.	N.A.	491	0	491
Joe Morgan Yugo Little Rock, AR	Joe Morgan	2	8		GV	N.A.	N.A.	N.A.	488	0	488
Westway Ford Irving, TX	Joe Tigue	8	210	Ford	GVL	68.4	10.9	1,305	423	0	423
Gary Mathews North Clarksville, TN	Gary Mathews	N.A.	N.A.		GV	N.A.	N.A.	N.A.	318	0	318
Rountree Oldsmobile-Isuzu Shreveport, LA	Frank Stinson	16	140	Olds, Isuzu	GV	80.4	5.6	2,780	300	0	300
Charles Levy Motor Company Columbus, GA	Charles M. Levy	3	30		GV	6.9	0.4	400	275	0	275
Steven Imports Wichita, KS	Mike Steven Eddy Steven	20	10	Rolls-Royce, Bertone, Maserati	GV	5.2	0.4	125	257	0	257
Kayser Yugo Madison, WI	P. J. Kayser K. R. Kimport	25	250	Ford, Jeep, Eagle, Suzuki, Isuzu, Iveco	GV	70.5	10.4	1,901	298	0	298
Eastside Nissan-Yugo Columbus, OH	Phil Stefko	11	N.A.	Nissan	GV	N.A.	N.A.	N.A.	264	0	264
Randy Reed Buick-GMC Fort Pierce, FL	Richard B. Reed	N.A.	N.A.	Buick, GMC	GV	N.A.	N.A.	N.A.	246	0	246

*Estimate

Perennial leaders still at the top—after three years

Big-volume auto dealers blossom on both coasts

The epoch of the megadealer has brought a new interest in bigness. Suppliers, manufacturers and other dealers all have an interest in identifying megadealer operations for their own business purposes, as well as charting the successes and failures of megadealers and other top-performing franchises.

In 1988, some of the highest-volume dealerships — including some that were on previous lists of top-selling franchises — flopped belly-up into U.S. Bankruptcy Court. Those dealerships, even if reorganized as going concerns, generally slipped from the ranks of the volume leaders — at least temporarily.

The failure of high-volume dealerships, even megadealer operations, demonstrates that even a superior sales performance was not necessarily enough to ensure survival in 1988.

Although there are many multi-make, chain and megadealer organizations with franchises on the 1988 Automotive News list of America's Largest Dealers, there also are small operations — some quite literally "mom and pop" operations — selling a single make in a single dealership.

The purpose of ranking dealerships by total new-unit sales — car and truck, fleet and retail — by individual franchises is to ensure that the single-make, single-point dealers can compete on level ground with megadealer operations that control multiple dealerships with multiple franchises.

In that way, the sole criterion is superior sales effort in competition with same-make dealers.

Geography and regional socio-economic factors were again important 1988, and there were no major shifts from the previous year.

Dealerships in areas with economies tied to the petroleum industry continued to face troublesome markets in the early part of the year, although in the waning months of 1988 dealers in some of the distressed areas reported some improvement.

As in 1987, there were many top-volume dealers in California and Florida as well as in the Northeast and the Washington hub on the Eastern seaboard. The top-volume franchises tended to be concentrated in the major metropolitan areas of Los Angeles, New York City, Miami, Chicago, Boston and Dallas.

The biggest import franchises tended to be heavily concentrated on the West Coast, East Coast and Gulf Coast. Top-selling domestic-make franchises generally tended to be more highly concentrated in the North and Midwest.

TOPS IN NEW-UNIT SALES 88

Rank	Dealership	Location	Total 1988 New Units
1	Ed Morse Chevrolet	Lauderhill, FL	29,408
2	Jordan Ford	Mishawaka, IN	24,766
3	Fairway Ford	Latrobe, PA	23,714
4	McInerney Ford	Orlando, FL	20,575
5	Longo Toyota	El Monte, CA	20,047
6	Libertyville Lincoln-Mercury	Libertyville, IL	19,727
7	Friendly Chevrolet	Dallas, TX	19,525
8	Luke Potter Dodge	Winter Park, FL	17,263
9	Dale Oldsmobile	Bronx, NY	17,115
10	Bill Wink Chevrolet	Dearborn, MI	16,508
11	Arnold Palmer Ford-L-M (L-M)	Bluffton, SC	15,906
12	Prospect Motors (Chevrolet)	Jackson, CA	15,133
13	Stephen Pontiac-Cadillac (Pontiac)	Bristol, CT	14,318
14	Arnold Palmer Ford-L-M (Ford)	Bluffton, SC	13,942
15	Forest Lake Chrysler-Plymouth	Forest Lake, MN	13,931
16	Tate Dodge	Glen Burnie, MD	12,697
17	J.M. Pontiac	Hollywood, FL	12,662
18	Ricart Ford	Columbus, OH	11,618
19	Lake Forest Chrysler-Plymouth	Gaithersburg, MD	11,156
20	Colonial Dodge	Kensington, MD	11,107
21	"Z" Frank Chevrolet	Chicago, IL	11,012
22	Delorme Chevrolet	Inglewood, CA	10,654
23	Curry Chevrolet Sales & Service	Scarsdale, NY	10,474
24	Action Nissan	Kissimmee, FL	10,302
25	Rice and Holman Ford	Mt. Laurel, NJ	10,137

Most of the Top 25 fleet-sales leaders do business in or near areas where there is a lot of daily rental business, either for vacationers or business travelers.

Although many traditionalist new-car dealers complain that automobiles should be sold one at a time to individuals — and that the high-volume, low-gross fleet dealers are beneficiaries of factory policies that grant special pricing breaks to entice their big fleet customers — the area of the fleet deal is as intense as ever.

Among the biggest of the fleet biggies are a number of organizations that control a good portion of the business.

As in 1987, there were many top-volume dealers in California and Florida as well as in the Northeast and the Washington hub on the Eastern seaboard.

88 TOPS IN DOLLAR SALES

Rank	Dealership	Location	1988 Sales (In Millions $)
1	Arnold Palmer/Ford-L-M	Bluffton, SC	420.7
2	Prospect Motors (Buick)	Jackson, CA	355.5
3	Jordan Ford	Mishawaka, IN	341.6
4	Ed Morse Chevrolet	Lauderhill, FL	331.2
5	Luke Potter/Dodge	Winter Park, FL	327.0
6	Fairway Ford	Latrobe, PA	317.2
7	Libertyville Lincoln-Mercury	Libertyville, IL	296.4
8	Longo Toyota	El Monte, CA	280.4
9	McInerney Ford	Orlando, FL	254.2
10	Ricart Ford	Columbus, OH	232.7
11	Polkowitz Motors	Perth Amboy, NJ	227.1
12	Dale Oldsmobile	Bronx, NY	226.7
13	Rice and Holman Ford	Mt. Laurel, NJ	208.0
14	Bayview Cadillac	Fort Lauderdale, FL	207.7
15	Bill Wink Chevrolet	Dearborn, MI	199.0
16	Stephen Pontiac-Cadillac	Briston, CT	193.6
17	J.M. Pontiac	Hollywood, FL	186.3
18	South Bay Chrysler-Plymouth	Torrance, CA	162.8
19	Cochran Pontiac	Monroeville, PA	138.0
20	Galpin Ford	Sepulveda, CA	135.7
21	Town & Country Ford	Charlotte, NC	130.4
22	Santa Monica Ford	Santa Monica, CA	128.2
23	Al Piemonte Ford Sales	Melrose Park, IL	126.4
24	Covington Pike Toyota	Memphis, TN	125.0
25	Pacifico Ford	Philadelphia, PA	125.0

RETAIL LEADERS 88

Rank	Franchise	Location	1988 Retail New Units
1	Longo Toyota	El Monte, CA	14,595
2	Ricart Ford	Columbus, OH	11,618
3	Jordan Ford	Mishawaka, IN	11,411
4	Covington Pike Toyota	Memphis, TN	8,178
5	Town & Country Ford	Charlotte, NC	7,617
6	Frontier Ford	Santa Clara, CA	6,481
7	Reedman Chevrolet	Langhorne, PA	6,400
8	Galpin Ford	Sepulveda, CA	6,337
9	Dave Sinclair Ford	St. Louis, MO	5,986
10	Toyota of Hollywood	Hollywood, FL	5,786
11	Gardena Honda	Gardena, CA	5,490
12	Fox Chevrolet	Baltimore, MD	5,257
13	Ed Mullinax Ford	Amherst, OH	5,153
14	Toyota of Orange	Orange, CA	5,103
15	Landmark Chevrolet	Houston, TX	5,000
16	Arrow Chevrolet	Midlothian, IL	4,902
17	Pinebelt Chevrolet	Lakewood, NJ	4,745
18	Richmond Motor	Richmond, VA	4,722
19	Rice and Holman Ford	Mt. Laural, NJ	4,717
20	Celozzi-Ettleson Chevrolet	Elmhurst, IL	4,666
21	Downey Toyota	Downey, CA	4,636
22	Expressway Toyota	Miami, FL	4,600
23	Don Knott Ford	Carson, CA	4,598
24	Pat Milliken Ford	Redford, Mi	4,593
25	Autoplaza Nissan	Westbury, NY	4,492

The Arnold Palmer organization, for example, placed three separate franchises — two of them in the same location — on the list of the Top 25 fleet sales leaders. The Ford and Lincon-Mercury franchises at the Bluffton, S.C., store both made the list, as did the Fairway Ford franchise in Latrobe, Pa.

Together, those three franchises owned and operated by Arnold Palmer and James O'Neal Jr. accounted for 38,642 cars and trucks. Other Arnold Palmer operations also traditionally emphasize fleet sales.

Prospect Motors of Jackson, Calif., which placed three General Motors franchises among the Top 10 volume leaders for their respective divsions, had two of those franchises on the Top 25 fleet list. Chevrolet and Pontiac franchises — both among the Top 25 fleet franchises — at dealer William E. Halvorson's store delivered a total of 24,345 car and truck fleet units last year.

The 25 highest retail-volume franchises included 17 domestic franchises and eight import franchises.

Colonial Dodge in Kensington, Md., and Lake Forest Chrysler-Plymouth in Gaithersburg, Md., both on the Top 25 fleet list, grew to fleet prominence under the guidance of dealer John Fitzgerald Jr.

Ed Morse Chevrolet, Lauderhill, Fla., reported the most fleet units in 1988 and not coincidentally was also the top new-unit franchise.

Dealer Edward J. Morse Jr. and his father, the second-highest-volume Cadillac dealer, also focus on fleet sales in the profitable south Florida market. Although none of the senior Morse's dealerships made the Top 25 list, they are traditionally fleet powerhouses that rank very high in divisional standings.

Only one of the 25 highest fleet-volume franchises was an import, Action Nissan of Kissimmee, Fla. The 24 domestic makes included seven Chevrolet, five Dodge, four Ford, three Pontiac, two each from Chrysler-Plymouth and Lincoln-Mercury and one Oldsmobile.

Although the big fleet dealers frequently grab top divisional honors because of the very high-volume nature of the fleet business, there are many dealers who have found a formula for moving lots of cars and trucks — with handsome grosses — by selling them one at a time.

Longo Toyota of El Monte, Calif., acquired by the Penske organization three years ago, topped the list of high-volume retail dealerships. John Clark, Longo general manager, reported that the two-wheel-drive pickup was the best selling model. Like each of the five Roger Penske dealerships — with four franchises listed among the top 350 U.S. franchises for 1988 — Longo Toyota emphasizes satisfying individual customers.

Although the top retail sales honor went to an import franchise, second and third places went to Midwestern Ford franchises. Ricart Ford of Columbus, Ohio, and Jordan Ford of Mishawaka, Ind., also emphasize customer service. Both dealerships also used vans and van conversions to augment traditional showroom sales. In addition, Ricart Ford also emphasized big-volume retail used-car sales.

In all, the 25 highest retail-volume franchises included 17 domestic franchises and eight import franchises. Ford had 11 of the top retail franchises, Chevrolet and Toyota each had six, while Honda and Nissan had one each.

There was a strong regional bias toward the Midwest, which was home for nine of the top 25 retail franchises. The West had seven — all in California — while the Southeast had five, the Northeast three and the Southwest one.

Although there is often a presumed correlation between high-volume new-unit sales and parts and service dollar volume, the two do not always relate directly to each other.

Lustine Chevrolet of Hyattsville, Md., reported the highest parts and service dollar volume for 1988: $38.4 million. Lustine, with 2,988 new-unit sales last year — 2,179 retail and 809 fleet — was not among the 10 highest-volume Chevrolet dealerships. Yet Lustine Chevrolet's parts and service dollar volume accounted for 44.51 percent of the dealerships total sales.

Continued on page 118

Ford had 11 of the top retail franchises, Chevrolet and Toyota each had six, while Honda and Nissan had one each.

Continued from page 116

The dealership with the second highest parts and service dollar volume — $25.2 million — was a single-line West Coast Mercedes-Benz outlet: Slemons Imports of Newport Beach, Calif. Its parts and service dollar volume accounted for 23.6 percent of total sales. Slemons Imports sold 1,312 new and 462 used units last year.

Ranking third in parts and service volume was high-volume retailer Bob Brest Chevrolet of Lynn, Mass. It reported 1988 parts and service volume of $21.0 million, or 17.8 percent of the dealership's total sales. In 1988, Bob Brest Chevrolet was the eighth-largest Chevrolet franchise with 9,921 new-unit sales, including 8,251 fleet and 1,670 retail sales.

— Edward Lapham

FLEET LEADERS 88

Rank	Franchise	Location	1988 Fleet New Units
1	Ed Morse Chevrolet	Lauderhill, FL	26,579
2	Fairway Ford	Latrobe, PA	23,360
3	McInerney Ford	Orlando, FL	18,343
4	Libertyville Lincoln-Mercury	Libertyville, IL	17,698
5	Luke Potter Dodge	Winter Park, FL	16,437
6	Arnold Palmer Ford L-M (L-M)	Bluffton, SC	15,784
7	Dale Oldsmobile	Bronx, NY	15,650
8	Bill Wink Chevrolet	Dearborn, MI	15,629
9	Friendly Chevrolet	Dallas, TX	15,192
10	Prospect Motors (Chevrolet)	Jackson, CA	14,836
11	Stephen Pontiac-Cadillac (Pontiac)	Bristol, CT	13,813
12	Arnold Palmer Ford L-M (Ford)	Bluffton, SC	13,698
13	Jordan Ford	Mishawaka, IN	13,355
14	Forest Lake Chrysler-Plymouth	Forest Lake, MN	12,491
15	Tate Dodge	Glen Burnie, MD	11,247
16	Delorme Chevrolet	Inglewood, CA	9,915
17	Action Nissan	Kissimmee, FL	9,719
18	Curry Chevrolet Sales & Service	Scarsdale, NY	9,695
19	J.M. Pontiac	Hollywood, FL	9,546
20	Prospect Motors (Pontiac)	Jackson, CA	9,509
21	Freeway Dodge	Bloomington, MN	9,173
22	Colonial Dodge	Kensington, MD	8,757
23	South Bay Chrysler-Plymouth	Torrance, CA	8,491
24	Lake Forest Chrysler-Plymouth	Gaithersburg, MD	8,421
25	Bob Brest Chevrolet	Lynn, MA	8,251

88 PARTS & SERVICE LEADERS

Rank	Dealership	Location	1988 parts & service vol (in Millions $)
1	Lustine Chevrolet	Hyattsville, MD	38.4
2	Slemons Imports Mercedes-Benz	Newport Beach, CA	25.2
3	Bob Brest Chevrolet	Lynn, MA	21.0
4	Classic Chevrolet	Mentor, OH	20.2
5	Friendly Chevrolet	Dallas, TX	19.9
6	Longo Toyota	El Monte, CA	18.3
7	Martin Cadillac	Los Angeles, CA	16.7
8	Palm Beach Lincoln-Mercury	West Palm Beach, FL	15.7
9	Cochran Pontiac	Monroeville, PA	13.7
10	Miami Lincoln-Mercury	Miami, FL	13.7
11	Legum Chevrolet-Nissan	Baltimore, MD	13.6
12	Smythe European	San Jose, CA	13.1
13	Celozzi-Ettleson Chevrolet	Elmhurst, IL	12.7
14	Rice and Holman Ford	Mt. Laurel, NJ	12.5
15	RBW of Atlanta	Atlanta, GA	11.9
16	Foreign Motors West	Natick, MA	11.9
17	King Motor	Fort Lauderdale, FL	11.9
18	Courtesy Pontiac-GMC	Tampa, FL	11.8
19	Don Massey Cadillac	Plymouth, MI	11.7
20	Jake Sweeney Chevrolet-Imports	Cinncinnati, OH	11.6
21	Sam White Oldsmobile	Houston, TX	11.5
22	Biddulph Oldsmobile	Glendale, AZ	11.2
23	Galpin Ford	Sepulveda, CA	11.1
24	Lou Ehlers Cadillac-Sterling	Los Angeles, CA	11.1
25	Ed Morse Chevrolet	Lauderhill, FL	11.1

88 TOPS IN USED CARS

Rank	Dealership	Location	1988 Retail Used Units
1	Ricart Ford	Columbus, OH	11,084
2	Fairway Ford	Latrobe, PA	5,693
3	J. M. Pontiac	Hollywood, FL	3,612
4	Town & Country Ford	Charlotte, NC	3,217
5	Rountree Oldsmobile-Isuzu	Shreveport, LA	2,788
6	ABC Nissan	Phoenix, AZ	2,653
7	Celozzi-Ettleson Chevrolet	Elmhurst, IL	2,613
8	Al Serra Chevrolet	Grand Blanc, MI	2,601
9	Bob O'Connor Ford	Evergreen Park, IL	2,481
10	Biddulp Oldsmobile	Glendale, AR	2,452
11	Cochran Pontiac	Monroeville, PA	2,439
12	Longo Toyota	El Monte, CA	2,424
13	Toyota of Hollywood	Hollywood, FL	2,423
14	Pinebelt Chevrolet Co.	Lakewood, NJ	2,361
15	Wally McCarthy's Oldsmobile	Minneapolis, MN	2,320
16	Sterling McCall Toyota	Houston, TX	2,314
17	Landmark Chevrolet	Houston, TX	2,300
18	Jake Sweeney Chevrolet-Imports	Cincinnati, OH	2,300
19	Arrow Chevrolet	Midlothian, IL	2,165
20	Friendly Chevrolet	Dallas, TX	2,154
21	Dave Sinclair Ford	St. Louis, MO	2,083
22	Steve Moore Chevrolet	Lake Worth, FL	2,080
23	Ed Mullinax Ford	Amherst, OH	2,053
24	Kayser Yugo	Madison, WI	1,991
25	Fencl-Tufo Chevrolet	Glendale Heights, IL	1,988

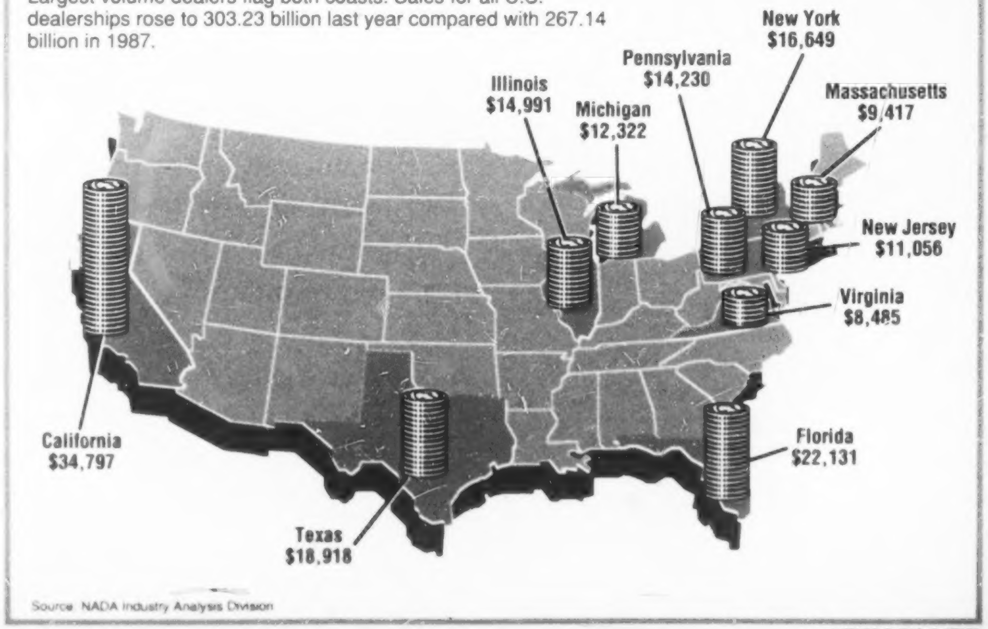
1988 total dealer sales reach $303.23 billion; state sales per dealer average $12 million

State	All dealers ($ millions)	Average per dealer ($ thousands)
Alabama	4,359	10,898
Alaska	347	8,678
Arizona	4,128	17,564
Arkansas	2,147	6,508
California	34,797	17,226
Colorado	3,758	12,740
Connecticut	5,032	12,739
Delaware	1,089	15,556
D.C.	167	16,680
Florida	22,131	22,815
Georgia	9,077	13,348
Hawaii	967	16,119
Idaho	957	7,091
Illinois	14,991	11,945
Indiana	6,643	9,490
Iowa	3,256	6,030
Kansas	2,795	7,166
Kentucky	3,465	9,493
Louisiana	4,244	11,168
Maine	1,545	7,537
Maryland	7,032	17,581
Massachusetts	9,417	15,068
Michigan	12,322	13,845
Minnesota	4,942	8,521
Mississippi	2,331	7,642
Missouri	6,409	10,172
Montana	793	4,664
Nebraska	1,664	5,870
Nevada	1,790	21,061
New Hampshire	1,693	9,153
New Jersey	11,056	13,565
New Mexico	1,583	11,305
New York	16,649	11,522
North Carolina	8,244	10,638
North Dakota	789	5,092
Ohio	13,647	11,325
Oklahoma	4,441	10,449
Oregon	3,316	10,527
Pennsylvania	14,230	9,006
Rhode Island	1,235	11,765
South Carolina	3,753	10,724
South Dakota	832	5,203
Tennessee	6,732	14,635
Texas	18,918	12,406
Utah	1,501	10,004
Vermont	732	6,368
Virginia	8,485	12,121
Washington	4,705	12,220
West Virginia	1,814	6,978
Wisconsin	5,847	8,009
Wyoming	458	5,730
Total U.S.	**303,235**	**12,009**

SOURCE: NADA Industry Analysis Division

Top ten sales volume states

Largest volume dealers flag both coasts. Sales for all U.S. dealerships rose to 303.23 billion last year compared with 267.14 billion in 1987.



Source: NADA Industry Analysis Division

AUTOMOTIVE NEWS / C. BEEVER

Used vehicle sales by franchised new car & truck dealers in U.S.

(in thousands)

Year	Retail	Wholesale	Total
1978	9,666	2,887	12,553
1979	8,374	2,530	10,904
1980	7,424	2,293	9,717
1981	7,762	2,425	10,187
1982	7,555	2,385	9,940
1983	8,082	2,723	10,805
1984	8,676	3,613	12,289
1985	9,209	3,817	13,026
1986	9,476	3,740	13,216
1987	9,449	3,766	13,215
1988	10,186	4,021	14,207
Average '78-'88	8,709	3,114	11,823

SOURCE: NADA Industry Analysis Department

DEALERS

Car dealerships in U.S.
(Adjusted for duals)

	Jan 1 1989	Jan 1 1988
Chrysler Motors	5,296	5,194
Ford Motor Co.	5,427	5,436
General Motors	9,450	9,535
Total Big 3*	**19,593**	**19,530**
Import exclusives	4,451	3,964
Import-only duals	1,061	1,444
Total new-car dealers in U.S.	**25,105**	**24,938**

* — Adjusted for intercorporate duals

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U.S. new-car outlets
Domestic and Import

	No. of Retail Outlets	Pct. Gain or Loss from Previous Year
Jan. 1, 1958	39,108	−0.1
Jan. 1, 1959	37,558	−4.0
Jan. 1, 1960	36,336	−3.3
Jan. 1, 1961	34,803	−4.2
Jan. 1, 1962	33,461	−3.9
Jan. 1, 1963	33,308	−0.4
Jan. 1, 1964	33,291	−0.1
Jan. 1, 1965	33,360	+0.2
Jan. 1, 1966	33,114	−0.7
Jan. 1, 1967	31,584	−4.6
Jan. 1, 1968	31,101	−1.5
Jan. 1, 1969	31,076	−0.1
Jan. 1, 1970	30,842	−0.8
Jan. 1, 1971	30,314	−1.8
Jan. 1, 1972	30,150	−0.5
Jan. 1, 1973	30,094	−0.2
Jan. 1, 1974	29,998	−0.3
Jan. 1, 1975	29,701	−1.0
Jan. 1, 1976	29,309	−1.3
Jan. 1, 1977	28,744	−1.9
Jan. 1, 1978	28,656	−0.3
Jan. 1, 1979	28,512	−0.5
Jan. 1, 1980	27,891	−2.2
Jan. 1, 1981	26,333	−5.6
Jan. 1, 1982	25,703	−2.4
Jan. 1, 1983	24,729	−3.8
Jan. 1, 1984	24,721	−0.0
Jan. 1, 1985	24,724	+0.0
Jan. 1, 1986	24,823	+0.4
Jan. 1, 1987	25,156	+1.3
Jan. 1, 1988	24,938	−0.9
Jan. 1, 1989	25,105	+0.7

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New-car franchises in the United States

	Jan. 1, 1989	Jan. 1, 1988
United States	**40,303**	**35,806**
Chrysler Motors	11,009	10,499
Chrysler	3,118	3,106
Dodge	3,038	3,011
Eagle	1,445	1,303
Plymouth	3,095	3,079
TC Maserati	313	0
Ford Motor Co.	9,678	9,722
Ford	4,561	4,580
Lincoln	1,648	1,637
Mercury	2,765	2,758
Merkur	704	747
General Motors	19,616	15,585
Buick	2,945	2,935
Cadillac	1,605	1,610
Chevrolet	4,885	4,910
Geo	4,056	0
Oldsmobile	3,150	3,155
Pontiac	2,975	2,975
Japan	**6,293**	**5,759**
Daihatsu	201	132
Honda Motor	1,223	1,134
Acura	285	218
Honda	938	916
Isuzu	572	547
Mazda	843	794
Mitsubishi	250	148
Nissan	1,110	1,108
Subaru	795	806
Suzuki	186	0
Toyota	1,113	1,090
West Germany	**2,352**	**2,440**
BMW	413	419
Mercedes-Benz	422	423
Porsche	300	317
Volkswagen AG	1,217	1,281
Audi	386	409
Volkswagen	831	872
Sweden	**784**	**782**
Saab	372	367
Volvo	412	415
United Kingdom	**457**	**464**
Aston Martin	15	15
Jaguar	142	146
Lotus	71	67
Rolls-Royce/Bentley	56	57
Sterling	173	179
Italy	**414**	**417**
Alfa Romeo	146	141
Bertone	150	150
Ferrari	40	42
Lamborghini	13	19
Maserati	65	65
Korea	**278**	**224**
Hyundai	278	224
Yugoslavia	**263**	**327**
Yugo	263	327
France	**241**	**272**
Peugeot	241	272
Miscellaneous	**15**	**15**
Total	**51,400**	**46,506**

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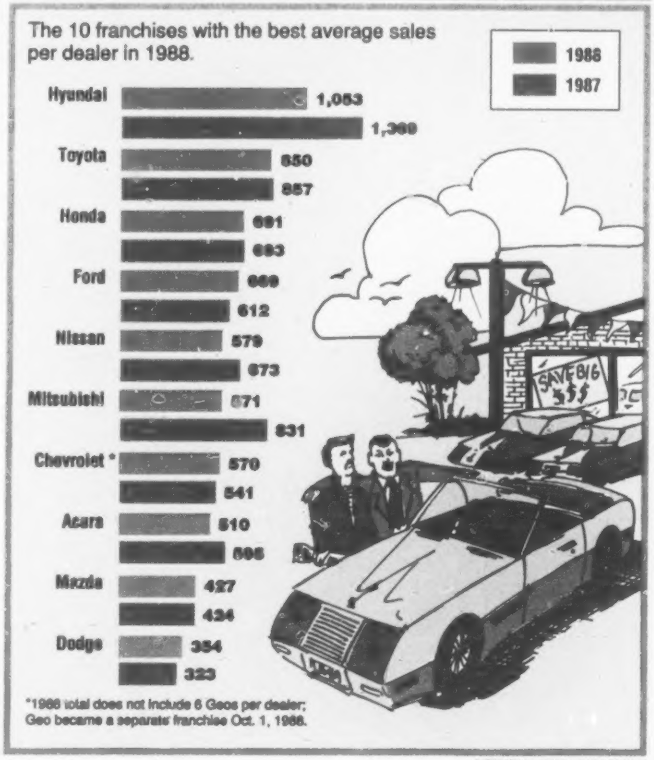
Vehicle sales per outlet

The 10 franchises with the best average sales per dealer in 1988.



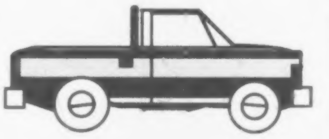
*1988 total does not include 6 Geos per dealer; Geo became a separate franchise Oct. 1, 1988.

AUTOMOTIVE NEWS / LANCE GRAVES

Local advertising by all car dealers in '88

Media used	Average $ spent by all dealers
Newspapers	$86,899
Radio	30,093
TV	25,265
Direct mail	9,816
Displays, demonstrations	5,150
Other	3,702
Total	**$160,925**
Total advertising as a % of total sales	1.34%
Total advertising per new vehicle sold	$261

SOURCE: NADA Industry Analysis Dept



Car-truck sales per outlet

Final 1988	1988	1987
1. Hyundai	1,053	1,369
2. Toyota	850	857
3. Honda	691	693
4. Ford	669	612
5. Chevrolet	570	541
6. Nissan	579	673
7. Mitsubishi	571	831
8. Acura	510	595
9. Mazda	427	424
10. Dodge	354	323
11. Suzuki	322	579
12. Pontiac	262	234
13. Volvo	238	257
14. Oldsmobile	227	226
15. Mercedes	198	213
16. Buick	198	189
17. Mercury	197	174
18. Subaru	195	220
19. Jeep	178	150
20. BMW	176	209
21. Plymouth	172	158
22. Isuzu	171	229
23. Cadillac	166	162
24. Volkswagen	162	219
25. GMC	147	129
26. Jaguar	14[illegible]	150
27. Lincoln	11[illegible]	102
28. Yugo	10[illegible]	166
29. Saab	10[illegible]	124
30. Chrysler	90	99
31. Audi	58	101
32. Range Rover	57	53
33. Porsche	51	74
34. Sterling	50	85
35. Eagle	48	33
36. Alfa Romeo	31	42
37. Peugeot	26	34
38. Maserati	11	14
39. Geo*	6	–

*Geo became a separate franchise Oct. 1, 1988.
Totals include siaes of captive imports and transplant models

New-truck dealer total climbs by 338

The number of new truck dealer outlets in the U.S. increased by 338 in 1988, bringing the Jan. 1, 1989 truck dealer population to 26,359. Sixteen makers increased their dealer totals; nine showed declines; two remained unchanged.

Figures were collected from manufacturers and the American Truck Dealers division of the National Automobile Dealers Association.

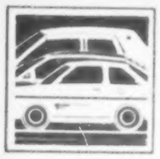
	Truck Retail Outlets as of Jan. 1, 1989	Truck Sales Per Outlets, 1988	Truck Outlets as of Jan. 1, 1988*	Truck Sales Per Outlets, 1987
Chevrolet	4,685	274	4,910	239
Dodge	3,038	188	3,011	188
Ford	4,561	321	4,580	305
Freightliner	210	115	202	116
GMC	2,400	161	2,414	146
Hino	91	23	95	21
Isuzu	572	158	547	159
Isuzu (commercial)	216	31	228	25
Iveco	165	17	145	19
Jeep	1,453	174	1,396	149
Kenworth	135	127	135	105
Mack	231	116	227	98
Mazda	843	111	794	156
Mercedes-Benz	178	17	176	22
Mitsubishi	250	174	194	267
Mitsubish-Fuso	103	29	96	18
Navistar	747	114	768	95
Nissan	1,110	15	1,108	195
Nissan Diesel	150	14	160	11
Peterbilt	114	147	114	112
Plymouth**	3,095	62	3,079	46
Range Rover	63	54	43	60
Scania	19	9	20	7
Suzuki	300	190	180	452
Toyota	1,113	22	1,090	279
Western Star	110	17	112	13
WhiteGMC***	207	90	197	65
Totals	**26,359**		**26,021**	
Adjustments for multiple franchising	9,147		9,029	
Net totals	**17,212**		**16,99**	

Notes: Retail outlets include dealerships, distributorships and factory-owned outlets.
*Revised
**Plymouth trucks are compact Voyager vans.
***WhiteGMC dealers sell WhiteGMC and Volvo heavy trucks.

Used vehicle, service departments' sales rise 11-12.65 percent
(Average dealership profile)

	1984	1985	1986	1987	1988	% Change 1987-'88
Total Dealership Sales	9,063,567	10,010,628	10,585,313	10,948,674	12,009,307	9.69
Total Dealership Gross	1,222,675	1,430,519	1,502,056	1,658,724	1,808,602	9.04
As % of Total Sales	13.49	14.29	14.19	15.15	15.06	
Total Dealership Expense	1,025,089	1,210,085	1,273,413	1,452,889	1,603,242	10.35
As % of Total Sales	11.31	12.09	12.03	13.27	13.35	
Net Profit Before Taxes	197,586	220,234	228,643	205,835	205,359	−0.23
As % of Total Sales	2.18	2.20	2.16	1.88	1.71	
(Net Pre-tax Profit in Constant '67 Dollars)	63,512	68,353	69,623	60,469	57,980	−4.12
New Vehicle Dept. Sales	5,927,573	6,757,174	7,123,916	6,974,305	7,553,854	8.31
As % of Total Sales	65.40	67.50	67.30	63.70	62.9	
Used Vehicle Dept. Sales	1,930,540	1,962,083	2,106,477	2,430,606	2,738,122	12.65
As % of Total Sales	21.30	19.60	19.90	22.20	22.8	
Service and Parts Sales	1,205,454	1,291,371	1,354,920	1,543,763	1,717,331	11.24
As % of Total Sales	13.30	12.90	12.80	14.10	14.3	
New Vehicles Average Selling Price	11,100	11,925	12,950	13,450	14,100	4.83
Average Net Worth (As of 12/31)	553,331	623,715	607,304	727,004	752,935	3.57
Net Profit as % of Net Worth	35.71	35.31	37.65	28.31	27.27	

SOURCE: NADA Industry Analysis Division



ET CETERA

1988 media spending by major auto companies

1988 media spending by category

(Figures in $ thousands)

Rank	Advertiser	Total '88	Total '87	Magazines	Newspapers	Newspaper Supplements	Outdoor	Network TV	Spot TV	Syndicated TV	Cable TV	Network Radio
1.	**General Motors Corp.**	832,176.3	584,763.7	175,112.2	11,216.7	84,075.5	2,911.7	403,022.8	114,371.6	5,708.9	8,165.7	27,591.2
2.	**Ford Motor Co.**	389,344.1	369,430.8	112,854.2	155.1	20,054.7	2,133.8	172,547.9	66,039.9	4,471.4	5,989.2	5,097.2
3.	**Chrysler Corp.**	345,306.0	347,974.7	100,959.3	1,881.9	11,165.1	939.6	163,020.8	45,535.2	890.8	9,699.9	11,193.4
4.	**Toyota Motor Corp.**	180,503.2	154,261.1	32,897.0	712.3	4,978.1	821.7	64,193.1	68,205.6	5,944.8	2,749.8	0.8
5.	**Nissan Motor Co Ltd.**	168,121.2	119,192.6	35,479.9	299.3	7,907.6	976.6	57,159.1	64,144.8	1,558.8	595.1	—
6.	**Honda Motor Co Ltd.**	154,745.7	140,690.5	43,965.1	711.1	2,245.4	443.4	85,651.8	13,928.6	1,428.4	4,646.8	1,725.1
7.	**Hyundai**	135,690.5	111,339.9	9,634.0	24.6	14,110.5	350.8	36,508.4	73,305.1	1,278.1	479.0	—
8.	**Mazda**	103,615.3	115,900.0	29,334.5	5,476.3	75.2	—	45,257.2	21,064.9	—	2,400.9	6.3
9.	**Volkswagen of America**	88,074.2	96,437.9	29,133.6	1,047.4	7,432.3	64.1	29,741.1	16,336.9	916.4	1,658.0	1,744.4
10.	**Subaru of America**	74,153.4	68,211.0	13,787.3	—	1,476.7	0.8	39.544.5	17,437.6	684.0	1,222.3	—
11.	**Mercedes-Benz**	64,905.3	59,842.1	15,309.1	40.4	21,070.3	54.2	19,453.3	8,185.7	—	792.3	—
12.	**BMW**	63,356.1	66,085.4	29,642.1	398.6	10,074.9	12.5	17,668.5	4,676.0	—	883.5	—
13.	**Mitsubishi Motors Corp.**	53,837.8	31,555.9	4,807.9	—	711.6	59.9	21,046.6	25,954.1	389.2	868.5	—
14.	**Isuzu**	36,388.0	39,800.0	7,325.5	611.8	31.3	7.3	8,777.0	16,612.1	22.0	792.9	2,208.1
15.	**Suzuki**	39,242.7	23,553.9	1,949.0	—	457.1	221.6	22,375.0	11,246.2	2,253.8	24.5	715.5
16.	**Volvo**	28,212.7	21,975.0	13,899.8	74.8	4,097.7	0.2	5,834.8	2,011.7	—	2,293.7	—
17.	**Peugeot**	23,963.5	10,735.5	14,060.4	—	3,016.2	—	—	5,240.8	—	1,646.1	—
18.	**Sterling**	20,251.3	15,996.9	4,820.7	299.0	5,398.4	—	1,226.1	8,372.7	—	134.4	—
19.	**Saab-Scania**	17,488.5	15,596.6	12,883.8	441.6	2,223.7	0.6	—	1,890.8	—	58.0	—
20.	**Yugo**	16,085.7	14,497.8	177.1	—	1,264.1	0.6	9,784.8	2,431.3	2,271.9	155.9	—
21.	**Porsche**	13,642.0	13,494.1	7,438.0	—	1,176.1	—	—	3,890.5	19.0	1,118.4	—
22.	**Jaguar Cars Ltd.**	13,566.8	17,915.6	7,943.8	389.2	3,704.4	—	93.0	1,536.4	—	—	—
23.	**Alfa Romeo**	6,227.8	6,127.7	214.4	—	3,647.2	—	—	2,360.3	—	5.9	—

NOTES: Dollars are in thousands. Totals include ad spending in the following categories only: passenger cars, domestic and imported; car & truck dealers & services; fleet car advertising; motorcycles & motor bikes; trucks and vans, domestic and imported; truck leasing & rental. Dealer spending is not included in this ranking.

SOURCE: BAR/LNA Multi-Media Service reports, including magazine, newspaper supplement and outdoor from Leading National Advertisers, newspaper from Media Records/LNA, network, spot, cable and syndicated TV and network radio from Broadcast Advertisers Reports, all as supplied to Advertising Age.

Automotive newspaper ad spending climbs to $687.75 million

Full year 1988 vs. Full year 1987

(In thousands)

	Factory				Dealer Association				Local Dealer				Total			
	1988	1987	$ change	Percent change	1988	1987	$ change	Percent change	1988	1987	$ change	Percent change	1988	1987	$ change	Percent change
Chrysler Corp.	$ 3,283	$ 11,422	$ 8,139	(71.3)	$ —	$ —	N.A.	—	$ 1,200	$ 1,176	$ 24	2.0	$ 4,483	$ 12,598	$ 8,115	(64.4)
Chrysler-Plymouth	2,996	7,866	4,870	(61.9)	92	1,033	941	(91.1)	11,507	13,713	2,206	(16.1)	14,595	22,612	8,017	(35.5)
Dodge	2,474	7,097	4,623	(65.1)	610	967	357	(36.9)	10,952	11,533	581	(5.0)	14,036	19,597	5,561	(28.4)
Jeep-Eagle	1,372	2,725	1,353	(49.7)	2,886	623	2,263	363.2	7,668	1,698	5,970	351.6	11,926	5,046	6,880	136.3
Total Chrysler	**$ 10,125**	**$ 29,110**	**$18,985**	**(65.2)**	**$ 3,588**	**$ 2,623**	**$ 965**	**36.8**	**$ 31,327**	**$ 28,120**	**$ 3,207**	**11.4**	**$ 45,040**	**$ 59,853**	**$14,813**	**(24.7)**
Ford Corp.	1,620	1,192	428	35.9	—	—	N.A.	—	2,394	1,616	778	48.1	4,014	2,808	1,206	42.9
Ford Division	10,548	13,837	3,289	(23.8)	24,150	14,848	9,302	62.6	45,644	32,056	13,588	42.4	80,342	60,741	19,601	32.3
Lincoln-Mercury	940	2,371	1,431	(60.4)	12,522	8,141	4,381	53.8	13,547	12,332	1,215	9.9	27,009	22,844	4,165	18.2
Total Ford	**$ 13,108**	**$ 17,400**	**$ 4,292**	**(24.7)**	**$36,672**	**$22,989**	**$13,683**	**59.5**	**$ 61,585**	**$ 46,004**	**$15,581**	**33.9**	**$111,365**	**$ 86,393**	**$24,972**	**28.9**
GM Corp.	8,222	14,725	6,503	(44.2)	—	—	N.A.	—	5,030	449	4,581	1,020.3	13,252	15,174	1,922	(12.7)
Buick	7,659	3,109	4,550	146.3	5,421	2,636	2,785	105.7	9,739	8,453	1,286	15.2	22,819	14,198	8,621	60.7
Cadillac	2,163	1,772	391	22.1	5,522	2,287	3,235	141.5	16,694	17,137	443	(2.6)	24,379	21,196	3,183	15.0
Chevrolet	24,315	20,433	3,882	19.0	5,555	4,154	1,401	33.7	40,120	29,670	10,450	35.2	69,990	54,257	15,733	29.0
Oldsmobile	17,954	14,151	3,803	26.9	4,774	2,936	1,838	62.6	9,970	10,271	301	(2.9)	32,698	27,358	5,340	19.5
Pontiac	13,144	8,273	4,871	58.9	1,649	427	1,222	286.2	9,061	7,386	1,675	22.7	23,854	16,086	7,768	48.3
Total GM	**$ 73,776**	**$ 62,463**	**$11,313**	**18.1**	**$22,921**	**$12,440**	**$10,481**	**84.3**	**$ 90,653**	**$ 73,366**	**$17,287**	**23.6**	**$187,350**	**$148,269**	**$39,081**	**26.4**
Total domestic	**$ 97,009**	**$108,973**	**$11,964**	**(11.0)**	**$63,181**	**$38,052**	**$25,129**	**66.0**	**$183,565**	**$147,790**	**$36,075**	**24.5**	**$343,755**	**$294,515**	**$49,240**	**16.7**
Total imports	**$ 78,291**	**$ 96,152**	**$17,933**	**(18.6)**	**$24,487**	**$23,533**	**$ 954**	**4.1**	**$122,230**	**$141,231**	**$19,001**	**(13.5)**	**$224,936**	**$260,916**	**$35,980**	**(13.8)**
Total multi-line dealers	**$ —**	**$ —**	**$ —**	**—**	**$ —**	**$ —**	**$ —**	**—**	**$119,064**	**$ 97,441**	**$21,623**	**22.2**	**$119,064**	**$ 97,441**	**$21,623**	**22.2**
Grand total	**$175,228**	**$205,125**	**$29,897**	**(14.6)**	**$87,668**	**$61,585**	**$26,083**	**42.4**	**$424,859**	**$386,162**	**$38,697**	**10.0**	**$687,755**	**$652,872**	**$34,883**	**5.3**

SOURCE: Newspaper Advertising Bureau, Media Records, projected to 125 markets. Parenthesis denotes negative change. Totals may reflect crossover spending.

Price average by month and car model year at auctions, 1988 and 1987

1988

Car Model year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1988	$ 9,091	$11,270	$11,931	$13,336	$12,249	$12,287	$11,408	$13,008	$ 9,603	$ 9,863	$ 9,514	$ 9,894
1987	8,581	8,365	9,008	7,903	8,800	8,388	8,407	8,008	7,795	7,759	7,330	7,686
1986	6,708	6,752	7,193	6,173	8,169	7,157	6,830	7,016	6,806	6,495	5,997	6,874
1985	5,564	5,865	5,962	5,105	6,110	6,084	5,881	5,880	5,540	5,698	5,077	4,747
1984	4,386	4,924	4,460	4,723	4,681	4,684	4,378	4,316	4,105	4,206	3,721	3,723
1983	3,465	3,467	4,222	3,874	3,567	3,468	3,718	3,626	3,583	3,258	2,948	2,776
1982	2,358	2,795	2,681	2,026	2,786	2,738	2,464	2,544	2,508	2,633	2,228	2,343
1981	1,893	1,724	2,220	2,004	1,853	1,757	1,952	1,865	1,640	1,882	1,706	1,637
Overall Average	$ 5,039	$ 6,027	$ 6,081	$ 5,654	$ 6,198	$ 6,045	$ 5,994	$ 6,102	$ 5,749	$ 5,748	$ 5,204	$ 5,824

1987

Car Model year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1987	$13,158	$13,406	$13,443	$13,266	$11,046	$11,113	$11,512	$11,726	$11,357	$11,220	$10,564	$10,140
1986	11,481	10,038	9,609	9,460	9,287	9,187	9,032	8,934	8,808	8,624	8,454	8,322
1985	7,054	7,382	7,305	7,236	7,194	7,191	7,394	7,385	7,321	7,257	7,199	7,127
1984	5,811	5,940	5,825	5,732	5,718	5,727	5,756	5,754	5,764	5,711	5,640	5,574
1983	4,995	4,443	4,860	4,842	4,873	4,852	5,081	5,016	4,940	4,897	4,844	4,791
1982	3,599	3,628	3,755	3,727	3,705	3,687	3,684	3,648	3,607	3,549	3,504	3,441
1981	2,614	2,537	2,643	2,635	2,705	2,680	2,642	2,632	2,583	2,549	2,542	2,516
1980	1,997	2,167	2,155	2,170	2,141	2,134	2,068	2,072	2,044	2,022	1,906	1,896
Overall Average	$ 5,494	$ 5,711	$ 5,829	$ 5,832	$ 5,871	$ 5,900	$ 6,030	$ 6,070	$ 6,043	$ 6,001	$ 5,951	$ 5,898

Compiled by Automotive News.

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Auto advertising 1988 recap ($000)

	Total	$ Change	% Change
Total domestic	$343,755	$49,240	16.7
Total multi-line dealers	119,064	21,623	22.2
Total imports	224,936	(35,980)	(13.8)
Grand total	**$687,755**	**$34,883**	**5.3**

Domestic and import truck advertising in newspapers declines (in thousands)

	1988	1987
Chevy		
Multi-trucks	$3,103	$3,188
Heavy-Duty	29	26
Pickup	3,185	10,687
Van	1,273	737
	7,590	14,638
Dodge		
Multi-trucks	258	1,035
Pickup	436	2,178
Van	832	979
	1,526	4,192
Ford		
Multi-trucks	3,095	4,613
Heavy-Duty	161	111
Pickup	1,706	5,904
Van	853	781
	5,815	11,409
GMC		
Multi-trucks	2,055	1,563
Pickup	530	2,192
Van	468	758
	3,053	4,513
Isuzu		
Multi-trucks	11	16
Heavy-Duty	291	194
Pickup	227	517
Van	7	118
	639	845
Jeep		
Pickup	33	128
	33	128
Mazda		
Multi-trucks	33	6
Pickup	754	2,746
	787	2,752
Mitsubishi		
Multi-trucks	53	58
Heavy-Duty	104	74
Pickup	71	241
	228	373
Nissan --		
Multi-trucks	46	120
Heavy-Duty	5	22
Pickup	228	467
	279	609
Plymouth		
Van	257	N.A.
	257	N.A.
Suzuki		
Pickup	58	32
	58	32
Toyota		
Multi trucks	267	594
Pickup	1,006	1,244
Van	95	208
	1,368	2,046
Grand Total	**$21,830**	**$41,587**

Multi trucks—advertisement of more than one model.

Import car newspaper expenditures

(Full Year 1988; in thousands)

	Factory	Dealer Assn.	Local Dealer	Total	$ Change from Full Year '88	$ Change from Full Year '87
Acura	$ 1,108	$ 4,811	$ 6,324	$12,243	$ 493	4.2
Alfa Romeo	2,553	65	1,154	3,772	1,281	51.4
Audi	5,142	1,028	1,953	8,123	(292)	(3.5)
Austin Rover (Sterling)	5,680	325	1,561	7,566	4,122	119.7
BMW	8,983	4,861	4,313	18,157	2,517	16.1
Daihatsu	439	N.A.	445	884	445	101.4
Honda	1,101	484	8,780	10,365	(2,069)	(16.6)
Hyundai	688	N.A.	14,182	14,870	964	6.9
Isuzu	127	N.A.	1,909	2,036	(4,573)	(69.2)
Jaguar	4,105	804	5,508	10,417	(1,008)	(8.8)
Lotus	279	N.A.	112	391	342	698.0
Mazda	4,689	2,392	4,651	11,732	(9,545)	(44.9)
Mercedes-Benz	17,479	4,203	5,847	27,529	(623)	(2.2)
Mitsubishi	484	150	6,154	6,788	782	1.2
Nissan	7,289	246	21,841	29,376	7,662	35.3
Peugeot	2,840	117	678	3,635	1,763	94.2
Porsche	958	N.A.	1,602	2,560	(3,022)	(54.1)
Range Rover	N.A.	N.A.	881	881	(376)	(29.9)
Saab	2,433	N.A.	1,648	4,081	(579)	(12.4)
Subaru	1,478	989	2,981	5,448	(7,378)	(57.5)
Suzuki	37[illegible]	N.A.	2,743	3,117	16	.05
Toyota	4,01[illegible]	1,966	20,765	26,741	387	1.5
Volkswagen	2,020	542	2,357	4,919	(4,277)	(46.5)
Volvo	2,696	1,393	3,389	7,478	1,106	17.3
Yugo	1,264	111	452	1,827	797	77.4
TOTAL	$78,291	$24,487	$122,230	$224,936	N.A.	N.A.

N.A. = not available.

Auto dealers step up TV advertising by 8.35 million dollars

	1987	1988	Percent Change
Cal Worthington, Los Angeles	4,585,600	4,228,300	– 7.8
Foothill Nissan, Los Angeles	2,778,500	3,278,500	+ 18.0
Atlanta Toyota, Atlanta	247,500	3,120,300	+ 1160.7
Worthington Chevrolet, Houston	137,900	2,885,700	+ 109.3
Wilson Ford, Los Angeles	3,423,200	2,355,100	– 31.2
Cal Worthington, Seattle	2,433,800	2,159,000	– 11.3
Cal Worthington, Sacramento	1,978,000	1,846,200	– 6.7
Frontier Ford, Albuquerque	913,800	1,787,000	+ 95.6
Rosenthal Nissan Honda Mazda, Washington	—	1,745,800	– Infinite
Celizzi-Ettleson, Chicago	1,502,600	1,648,000	+ 9.7
Ed Mullinax, Cleveland	1,060,600	1,545,800	+ 45.7
Cormier Chevrolet Hyundai, Los Angeles	—	1,417,600	+ Infinite
Piemonte & Arlington Hts. Ford, Chicago	1,559,300	1,413,100	– 9.4
Pete Ellis Motors, Los Angeles	2,517,800	1,397,100	– 44.5
Long-Lewis Ford, Birmingham	1,239,700	1,343,100	+ 8.3
Cary Paul Ford, Atlanta	351,000	1,262,900	+ 259.8
Nationwide Motor Sales, Baltimore	1,299,900	1,232,400	+ 5.2
Ken Johns Motor, Albuquerque	1,107,700	1,201,500	+ 8.5
Sonya Subaru, Phoenix	1,803,500	1,145,300	– 36.5
Cal Worthington, San Diego	80,600	1,095,400	+ 1259.1
CATEGORY TOTAL	$371.410,700	$379,766,400	+ 2.2

SOURCE: Television Bureau of Advertising from analysis of Broadcast Advertisers Reports data in the top 75 markets.

Ford Div. heads 1988 list of leading TV advertisers by nameplate

	1987			1988			
	Network TV	Spot TV*	Total TV	Network TV	Spot TV*	Total TV	% Change
Ford	$ 62,036,800	$ 52,602,100	$114,638,900	$ 75,914,300	$ 71,133,600	$147,047,900	+ 28.3
Pontiac	44,256,400	53,087,700	97,344,100	80,673,600	57,331,200	138,004,800	+ 41.8
Oldsmobile	21,048,700	52,067,200	73,115,900	73,551,600	63,526,100	137,077,700	+ 87.5
Chevrolet	58,218,400	58,357,200	116,575,600	70,119,500	63,039,400	133,158,900	+ 14.2
Hyundai	13,205,200	65,509,400	78,714,600	68,991,700	62,249,900	131,241,600	+ 66.7
Toyota	31,246,600	64,857,400	96,104,000	39,104,000	76,413,600	115,866,900	+ 20.6
Honda	38,877,900	40,666,400	79,544,300	46,107,200	47,287,300	93,394,500	+ 17.4
Nissan	23,001,600	57,109,700	80,111,300	37,786,000	55,433,500	93,219,500	+ 16.4
Buick	37,699,700	27,747,900	65,447,600	62,021,600	28,803,000	90,824,600	+ 38.8
Mazda	38,324,200	33,853,500	72,177,700	38,535,100	33,680,400	72,215,500	+ 0.1
Subaru	31,603,100	34,672,700	66,275,800	39,544,500	31,224,300	70,768,800	+ 6.8
Dodge	26,541,100	20,240,400	46,781,500	24,873,000	32,250,700	57,123,700	+ 22.1
Cadillac	17,088,700	18,245,600	35,334,300	27,808,000	26,318,200	54,126,200	+ 53.2
Acura	23,618,500	10,860,000	34,478,500	34,122,800	15,359,000	49,481,800	+ 43.5
Mercury	28,305,400	26,222,000	54,527,400	23,695,600	24,884,900	48,580,500	– 10.9
Volkswagen	32,842,000	22,212,300	55,054,300	23,010,400	25,283,600	48,294,000	– 12.3
Eagle	8,945,300	445,000	9,390,300	26,863,900	19,561,800	46,425,700	+394.4
Mitsubishi	1,476,800	27,144,700	28,621,500	10,413,600	29,052,700	39,466,300	+ 37.9
Chrysler	17,797,300	13,733,500	31,530,800	24,974,100	11,638,600	36,612,700	+ 16.1
Mercedes-Benz	19,546,200	8,643,300	28,189,500	19,453,300	10,344,600	29,797,900	+ 5.7

NOTES: Expenditures for television commercials advertising two nameplates or vehicle types have been divided between the two brands. Expenditures include leasing.

Broadcast Advertisers Reports identifies some automotive television expenditures as "autos and trucks," "various autos," "general promotion," etc. Unless they are clearly attributable to a brand, they are not included in the above, or in the truck data following, but are included in the company totals. In the January/June 1988 period, these expenditures were as follows: Chrysler Corp. $25,544,300; Ford Motor Co. $13,702,700; General Motors $1,762,100; Nissan $1,387,000; Toyota $1,614,500.

*Spot TV includes national syndication advertising.

SOURCE: Television Bureau of Advertising from analysis of Broadcast Advertisers Reports data.

Truck, van, sport-utility TV advertising increases by 53.38 million dollars

	1987			1988			
	Network TV	Spot TV*	Total TV	Network TV	Spot TV*	Total TV	% Change
Chevrolet	$43,319,200	$30,377,100	$73,696,300	$69,088,500	$47,921,500	$117,010,000	+ 58.8
Ford	34,282,800	43,292,800	77,576,600	38,935,000	45,711,000	84,646,000	+ 9.1
Toyota	14,566,800	52,909,600	67,476,400	22,180,000	42,395,800	64,575,800	– 4.3
Dodge	30,170,500	28,006,100	58,176,600	30,436,900	31,239,100	61,676,000	– 6.0
Nissan	15,899,100	37,726,800	53,625,900	16,655,900	31,928,400	48,584,300	– 9.4
Jeep	20,704,500	14,822,300	35,526,800	23,383,200	17,505,100	40,888,300	+ 15.1
Suzuki	4,400,800	23,607,100	28,007,900	21,320,800	15,795,500	37,116,300	+ 32.5
Isuzu	3,535,500	12,665,900	16,201,400	5,587,000	22,739,500	28,326,500	+ 74.8
Mazda	11,794,700	10,191,200	21,985,900	4,693,000	23,055,700	27,748,700	+ 26.2
GMC	6,792,800	18,117,500	24,910,300	791,400	20,701,800	21,493,200	– 13.7

NOTES: Expenditures for television commercials advertising two nameplates have been divided between the two brands.

SOURCE: Television Bureau of Advertising from analysis of Broadcast Advertisers Reports data.

*—Spot includes national syndication advertising.

U.S. automakers' financial results for 1988 and '87

(In millions)

	1988 Sales	Profit (Loss)	1987 Sales	Profit (Loss)
Chrysler Corp.	$ 31,884.2 *(35,472.7)	$1,050.2	$ 26,631.5	$1,289.7
Ford Motor Co.	82,193.0 *(92,445.6)	4,608.8	71,797.2	3,767.4
General Motors Corp.	110,228.5 *(123,641.6)	4,856.3	101,781.9	3,550.9
Total	$ 224,305.7	$10,515.3	$200,210.6	

*Includes financial services and other income.

1988 financial results of automakers' finance companies

(Dollars in millions)

	Chrysler Financial Corp.	Ford Motor Credit Corp.	General Motors Acceptance Corp.
1988 Net Income	$259.0	$564.2	$1,187.6
1987 Net Income	$226.0	$678.8	$1,453.2
Change from 1987 Percentage of Retail Sales Financed	14%	25%	–22%
1988 Percentage of Retail Sales Financed	28%	29%	50%

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General Motors worldwide factory sales

(Units in thousands)

	Cars			Trucks & buses			Total		
	1988	1987	1986	1988	1987	1986	1988	1987	1986
United States	3,516	3,592	4,302	1,661	1,520	1,520	5,177	5,112	5,822
Canada	411	344	545	327	238	192	738	582	737
Overseas*	1,955	1,857	1,783	238	214	234	2,193	2,071	2,017
Total	5,882	5,793	6,630	2,226	1,972	1,946	8,108	7,765	8,576

*—Includes units which are manufactured overseas by other companies and which are imported and sold by General Motors and affiliates

Retail unit sales of cars and trucks worldwide

United States:	1988	1987	Change from '87	International:	1988	1987	Change from '87
Industry	15,799	15,197	602	Industry	26,305	24,599	1,706
GM: cars	3,822	3,728	94	GM: cars	1,860	1,749	111
trucks	1,741	1,545	196	trucks	277	232	45
total	5,563	5,273	290	total	2,137	1,981	156
As % of U.S.	35.2	34.7	0.5	As % of International	8.1	8.1	—

GENERAL MOTORS CORP.

Financial Highlights

	1988	1987
Sales and Revenues (in millions except per share and hourly amounts)	$110,228.5	$101,781.9
Worldwide Factory Sales of Cars and Trucks (units in thousands)	8,108	7,765
Net income	$4,856.3**	$3,550.9
As a percent of sales and revenues	4.4	3.5
As a percent of stockholders' equity	13.61	11.1
Worldwide Employment (in thousands)		
GM (excluding units listed below)	624.0	673.1
GMAC and its subsidiaries	18.0	18.2
Electronic Data Systems	48.0	44.6
Hughes Aircraft Co.	76.0	77.5
Average number of employees	766.0	813.4
Total payrolls	$27,548.6	$27,145.7
Total cost of an hour worked — U.S. hourly employees*	$27.90	$25.90

NOTES: *—Excludes Hughes and EDS
**—Includes the effect of an accounting change

Ford Motor Co. factory sales rise to 6.44 million

U.S. and Canadian cars and trucks*

	1988	1987	1986	1985	1984	1983	1982
Cars							
United States	2,376,766	2,171,442	2,093,698	1,940,662	2,047,671	1,671,837	1,270,519
Canada	200,629	187,840	188,887	194,540	167,295	143,425	118,721
Total cars	2,577,395	2,359,282	2,282,585	2,135,202	2,214,966	1,815,262	1,389,240
Trucks**							
United States	1,540,926	1,481,059	1,404,002	1,260,123	1,238,928	993,874	803,484
Canada	145,142	151,982	126,758	119,583	94,552	69,409	70,120
Total trucks	1,686,068	1,633,041	1,530,760	1,379,706	1,333,480	1,063,283	873,604
Total cars and trucks	4,263,463	3,992,323	3,813,345	3,514,908	3,548,446	2,878,545	2,262,844

Cars and trucks outside the United States and Canada**

	1988	1987	1986	1985	1984	1983	1982
Germany	1,008,198	899,609	862,288	769,883	789,655	833,119	797,850
Britain	507,367	484,057	438,155	422,003	371,598	414,018	423,073
Spain	281,679	276,448	268,114	265,783	269,021	228,150	229,839
Brazil	—	—	182,635	185,241	169,099	165,328	145,110
Australia	136,203	134,222	143,415	177,108	156,304	138,394	141,990
Mexico	62,663	34,495	43,601	70,238	50,560	47,670	90,478
Argentina	—	—	32,521	33,281	49,881	56,588	52,764
Other countries***	181,099	230,220	131,671	112,055	180,087	172,419	123,639
Total outside United States and Canada	2,177,209	2,059,051	2,102,400	2,035,592	2,036,205	2,055,686	2,004,743
Total worldwide— cars and trucks	6,440,672	6,051,374	5,915,745	5,550,500	5,584,651	4,934,231	4,267,587

Mexican exports to U.S. are included as U.S. vehicle sales.
*Factory sales are by source of manufacture, except that Canadian exports to the United States are included as U.S. vehicle sales and U.S. exports to Canada are included as Canadian vehicle sales.
**Includes units manufactured by other companies and sold by Ford
***Unit sales for Brazil, Argentina are included only through June 30, 1987

FORD MOTOR CO.

Financial Highlights

	1988	1987***
Dollar sales (in millions)		
Automotive	$82,193.0	$71,797.2
All other	10,252	8,095.8
Total	$92,445.6	$79,893.0
Net income (in millions)	$5,300.2	$4,625
A share	10.96	9.05
A share assuming full dilution	NA	8.92
Cash dividends a share	2.30	1.58
After-tax return on sales	5.7	5.3
Taxes (in millions)		
Provision for income taxes	$2,998.7	$3,226.0
Net income (loss)	5,300.2	4,625.2
Cash dividends	1,113.5	805.0
Retained income (loss)	$20,126.5	$16,717.5
Investment		
Capital expenditures (in millions)	$4,781.8	$3,758.0
Cash and marketable securities at Dec. 31 (in millions)	9,242.5	10,175.7
Working capital at Dec. 31 (in millions)	2,514.2†	4,188
Stockholders equity at Dec. 31 (in millions)	21,529	18,493
Stockholders equity a share at Dec. 31	43.87	36.44
Employee Data — Worldwide*		
Payroll	$13,010.4	$11,669.6
Total labor costs	$18,108.1	$16,567.1
Average number of employees	358,900	350,320
Employee Data — U.S. Operations*		
Payroll	$8,473.0	$7,761.6
Average number of employees	185,500	180,838
Average hourly labor costs**		
Earnings	$17.39	$16.50
Benefits	$13.07	$12.38
Total	$30.46	$28.88

NOTES: *—Includes unconsolidated finance, insurance and land subsidiaries.
**—Per hour worked (in dollars). Excludes data for subsidiary companies, except Rouge Steel.
***—Restated to reflect consolidation of subsidiaries.
†—Automotive.

CHRYSLER CORP.

Financial Highlights

	1988	1987*
Unit Sales of Cars and Trucks:		
In the United States and Canada	2,219,615	2,192,824
Outside the United States and Canada	347,305	67,466
TOTAL WORLDWIDE	2,566,920	2,260,290
Net Sales (In millions of dollars)	$ 35,472.7	$ 29,257.9
Earnings from continuing operations (In millions of dollars)	1,050.2	1,290.0
Per share data-primary *(In dollars):		
Earnings from continuing operations	4.66	5.90
At Dec. 31 (In millions of dollars):		
Cash and marketable securities	3,256.0	2,580.6
Property, plant, equipment and tools less accumulated depreciation	9,152.3	8,769.3
Total assets	$ 48,566.8	$ 42,758.7

Payroll and Employment Data

	1988	1987*
Worldwide Operations:		
Average number of employees	130,242	122,745
Total payroll (In millions)	$ 5,162.1	$ 4,362.8
U.S. Operations:		
Average number of employees	100,732	94,352
Total payroll (In millions)	$ 4,589.6	$ 3,907.6
Average total hourly labor costs per hour worked — including employee benefits	$ 29.06	$ 27.15
Average weekly hours worked — hourly employees	40.6	38.7
Average number of hourly employees	72,495	65,881
Number of retired employees receiving benefits under the company's pension plans	84,574	82,152

Sales by Area of Manufacture

	1988	1987*
United States		
Cars	1,070,901	1,108,510
Trucks	655,183	555,602
Canada		
Cars	58,837	11,724
Trucks	434,694	412,554
Total U.S. and Canada	2,219,615	2,088,390
TOTAL WORLDWIDE	2,566,920	2,450,860

NOTE: *—Restated according to new accounting standard to reflect consolidation of subsidiaries. Includes American Motors Corp. since Aug. 6, 1987.

Domestic Models: 1946-1989

Number of models offered by U.S. automakers, 1946 to 1989:

1946	160
1947	182
1948	201
1949	205
1950	243
1951	243
1952	224
1953	210
1954	240
1955	216
1956	232
1957	245
1958	263
1959	239
1960	244
1961	260
1962	296
1963	336
1964	336
1965	348
1966	368
1967	370
1968	368
1969	365
1970	375
1971	341
1972	297
1973	304
1974	302
1975	325
1976	294
1977	265
1978	259
1979	268
1980	252
1981	278
1982	307
1983	298
1984	305
1985	295
1986	321
1987	304
1988	254
1989	247

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U.S. corporate profits — totals and motor vehicle, equipment makers' share

(Dollars in billions)

	Profits Before Tax			Motor Vehicle & Equipment % of	
Year Quarter	Motor Vehicle & Equipment Manufacturers	Total Manufacturers	Total U.S. Profits	Total Manufacturer Profits	Total U.S. Profits
1971	5.0	34.1	82.0	14.7	6.1
1972	5.9	40.7	94.0	14.4	6.3
1973	5.8	46.2	107.1	12.5	5.4
1974	0.7	39.8	99.4	0.2	0.1
1975	2.0	53.6	123.9	3.7	1.6
1976	7.2	70.9	155.3	10.0	4.7
1977	9.4	80.6	183.8	11.6	5.2
1978	8.9	88.7	208.2	10.0	4.3
1979	4.7	87.5	214.1	5.3	2.2
1980	−2.5	77.1	194.0	0.0	0.0
1981	0.1	88.5	202.3	0.0	0.0
1982	−0.8	58.0	159.2	1.4	0.5
1983	5.1	70.2	196.7	7.3	2.6
1984	9.9	87.5	230.2	11.3	4.3
1985	6.5	72.2	224.1	9.0	2.9
1986	5.9	69.4	238.4	8.5	2.5
1987	7.3	96.8	258.7	9.5	2.8
1988*(Qtr.) I	4.2	110.6	266.8	3.8	1.6
II	4.6	114.5	278.5	4.0	1.7
III	5.8	111.4	284.6	5.2	2.0

*Quarterly date at seasonally adjusted rates.
SOURCES: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business; MVMA.

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U.S. vehicle and parts percent of total merchandise trade, GNP

Year Quarter	EXPORTS Billions of Dollars	EXPORTS % U.S. Total Merchandise Exports	EXPORTS % U.S. Gross National Product	IMPORTS Billions of Dollars	IMPORTS % U.S. Total Merchandise Imports	IMPORTS % U.S. Gross National Product	Motor Vehicle & Parts Trade Deficit (Billions)
1972	6.0	12.0	0.51	9.6	17.0	0.80	3.6
1973	7.3	10.2	0.55	11.3	16.0	0.85	4.0
1974	9.3	9.4	0.65	12.4	12.0	0.86	3.1
1975	10.8	10.1	0.68	12.1	12.3	0.78	1.3
1976	12.2	10.7	0.69	16.8	13.5	0.98	4.6
1977	13.5	11.2	0.68	19.4	12.7	1.01	5.9
1978	15.7	11.1	0.70	25.0	14.2	1.16	9.3
1979	18.4	10.0	0.73	26.4	12.5	1.10	8.0
1980	17.5	7.8	0.64	27.9	11.4	1.06	10.4
1981	19.8	8.3	0.65	30.9	11.6	1.04	11.1
1982	17.4	8.2	0.55	34.1	13.8	1.12	16.7
1983	18.7	9.2	0.55	43.5	16.2	1.24	24.8
1984	22.5	10.2	0.60	56.6	17.0	1.50	34.1
1985	24.5	11.4	0.61	65.1	19.2	1.63	40.6
1986	24.9	11.1	0.59	78.1	21.2	1.84	53.2
1987	26.3	10.5	0.58	85.2	21.2	1.88	58.9
1988 I	7.9	10.5	0.67	21.8	19.8	1.85	13.9
II	8.0	10.1	0.66	21.1	19.3	1.75	13.1
III	8.2	10.0	0.67	21.6	19.5	1.76	13.4

SOURCES: U.S. Department of Commerce, Bureau of the Census; MVMA.

New plant and equipment expenditures by motor vehicle and parts manufacturers

	Expenditures ($ Billions) Total U.S.	Expenditures ($ Billions) Total Manufacturing	Expenditures ($ Billions) Motor Vehicle & Equip. Mfg.	Motor Vehicle and Equip. Mfg. Percent of Total Mfg.	Motor Vehicle and Equip. Mfg. Percent of Total U.S.
1977	208.15	67.48	5.82	8.6	2.8
1978	245.34	78.58	7.19	9.1	2.9
1979	284.94	95.92	8.34	8.7	2.9
1980	314.47	112.33	9.02	8.0	2.9
1981	349.26	126.54	9.83	7.8	2.8
1982	347.47	120.68	7.77	6.4	2.2
1983	304.78	116.20	7.29	6.3	2.4
1984	354.44	138.82	11.20	8.1	3.2
1985	387.13	153.48	14.63	9.4	3.2
1986	379.5	142.7	14.0	9.8	3.7
1987*	389.7	145.9	11.9	8.2	3.1
1988*	430.2	164.5	10.9	6.6	2.5
1989*	456.0	171.7	11.7	6.8	2.6

*—Projections

SOURCES: U.S. Department of Commerce, Bureau of Economic Analysis; MVMA.

1989 import-car models offered in the U.S.

(As of Feb. 25, 1989)

	4-Door Models	2-Door Models	Convertibles	Wagons	1989 Totals	(Final 1988 Totals*)
Acura	5	5	0	0	10	(10)
Alfa Romeo	3	0	3	0	6	(6)
Aston Martin	1	0	2	0	3	(5)
Audi	9	0	0	2	11	(10)
Bentley	3	0	1	0	4	(3)
Bertone	0	0	0	0	0	(2)
BMW	7	6	1	0	14	(15)
Chevrolet Geo Metro	1	2	0	0	3	(4)
Chevrolet Geo Spectrum	1	1	0	0	2	(4)
Chrysler Conquest	0	1	0	0	1	(1)
Chrysler TC by Maserati	0	0	1	0	1	(0)
Daihatsu	0	5	0	0	5	(3)
Dodge Colt	0	3	0	4	7	(9)
Eagle Medallion	0	0	0	0	0	(3)
Eagle Summit	2	0	0	0	2	(0)
Ferrari	0	3	0	0	3	(5)
Ford Festiva	0	3	0	0	3	(3)
Honda**	0	8	0	2	10	(12)
Hyundai	7	3	0	0	10	(8)
Isuzu	4	5	0	0	9	(8)
Jaguar	2	1	1	0	4	(5)
Lamborghini	0	1	0	0	1	(2)
Lotus	0	2	0	0	2	(2)
Maserati	1	1	1	0	3	(3)
Mazda**	8	7	1	0	16	(22)
Mercedes-Benz	8	3	0	1	12	(12)
Mercury Merkur	1	1	0	0	2	(2)
Mercury Tracer	1	1	0	1	3	(3)
Mitsubishi**	7	6	0	0	13	(11)
Nissan**	4	9	0	3	16	(25)
Peugeot	7	0	0	4	11	(10)
Plymouth Colt	0	3	0	4	7	(9)
Pontiac LeMans	2	3	0	0	5	(5)
Porsche	0	10	2	0	12	(12)
Rolls-Royce	2	0	1	0	3	(4)
Saab	6	4	1	0	11	(8)
Sterling	4	0	0	0	4	(2)
Subaru	8	9	0	8	25	(30)
Suzuki	1	1	0	0	2	(0)
Toyota**	7	21	1	6	35	(42)
Volkswagen**	7	7	3	1	18	(12)
Volvo	6	2	0	5	13	(12)
Yugo	0	3	0	0	3	(4)
Import Totals	**125**	**140**	**19**	**41**	**325**	**(348)**
Domestic Totals	**107**	**100**	**13**	**27**	**247**	**(254)**
Import-Domestic Totals	**232**	**240**	**32**	**68**	**572**	**(602)**

NOTES: *—Revised.
**—U.S.-built models of Honda, Mazda, Mitsubishi, Nissan, Toyota and Volkswagen are excluded from the import model count.

U.S. industrial production index and capacity usage of motor vehicle and parts manufacturers

	Industrial Production Index: Total Index	Total % Change from Last Period	Motor Vehicle & Parts Manufacturer Index	Motor Vehicle & Parts Manufacturer % Change from Last Period	Capacity Utilization* All Manufacturing	% Change from Last Period	Motor Vehicles & Parts	% Change from Last Period
1972	79.6	9.7	77.1	- 9.2	82.8	- 7.0	86.0	- 4.6
1973	94.4	8.1	89.8	16.5	87.0	5.1	94.5	9.9
1974	93.0	- 1.5	77.5	-13.7	82.6	- 5.1	78.4	-17.0
1975	86.3	- 8.8	65.7	-15.2	72.3	-12.4	64.5	-17.7
1976	92.4	9.2	86.5	31.8	77.4	7.1	81.1	25.7
1977	100.0	8.0	100.0	15.6	81.4	5.2	89.1	9.9
1978	106.5	6.5	104.6	4.6	84.2	3.4	89.0	- 0.1
1979	110.7	3.9	95.9	- 8.3	84.6	0.5	78.2	-12.1
1980	108.6	- 1.9	71.1	-25.8	79.3	- 6.3	57.8	-26.0
1981	111.0	2.2	71.6	0.7	78.3	- 1.3	59.0	2.1
1982	103.1	- 7.1	66.8	- 6.7	70.3	-10.6	54.3	- 8.0
1983	109.2	5.9	85.5	28.4	74.0	5.3	68.9	27.0
1984	121.8	11.5	105.6	23.1	80.8	9.2	82.5	19.7
1985	123.8	1.6	111.5	5.6	80.3	- 0.6	84.0	1.8
1986	125.1	1.1	110.9	- 0.5	79.8	- 0.6	79.9	- 4.9
1987	129.8	3.8	111.7	- 0.3	81.0	- 1.6	79.2	- 1.2
1988	137.2	5.7	117.5	5.3	83.6	3.2	82.1	3.7

NOTE: *—Capacity Utilization is a percent of capacity benchmarked to Bureau of Economic Analysis and McGraw-Hill surveys.

SOURCES: Board of Governors of Federal Reserve System, Federal Reserve Bulletin; Unpublished data on computer printout (FRB); MVMA.

U.S. car population reaches 121.5 million in 1988

	Cars in use on July 1		Cars in use on June 30	Growth of Cars In Use During Period	New Cars Registered 7-1/6-30	Cars Scrapped During Period	Growth % of Cars in Use	Scrappage % of New Cars Regis. During Period	Scrappage % of Cars in Use on July 1
1957	51,432,460	1958	52,492,509	1,060,049	5,781,656	4,221,607	2.1	79.9	8.2
1958	52,492,509	1959	55,086,761	2,594,252	5,575,893	2,981,641	4.9	53.5	5.7
1959	55,086,761	1960	57,102,676	2,015,915	6,364,634	4,348,719	3.7	68.3	7.9
1960	57,102,676	1961	58,854,380	1,751,704	6,045,822	4,294,118	3.1	71.0	7.5
1961	58,854,380	1962	60,919,579	2,065,199	6,425,973	4,360,774	3.5	67.9	7.4
1962	60,919,579	1963	63,493,277	2,573,698	7,314,715	4,741,017	4.2	64.8	7.8
1963	63,493,277	1964	66,051,415	2,558,138	7,877,424	5,319,286	4.0	67.5	8.4
1964	66,051,415	1965	68,939,770	2,888,355	8,592,728	5,704,373	4.4	66.4	8.6
1965	68,939,770	1966	71,263,738	3,023,968(1)	9,197,480	6,173,512	4.4	67.1	9.0
1966	71,263,738	1967	72,967,686	1,703,948	8,688,162	6,984,214	2.4	80.4	9.8
1967	72,967,686	1968	75,358,034	2,390,348	8,590,365	6,200,017	3.3	72.2	8.5
1968	75,358,034	1969	78,494,938	3,136,904	9,485,392	6,348,488	4.2	66.9	8.4
1969	78,494,938	1970	80,448,463	1,953,525	9,414,509	7,460,984	2.5	79.2	9.5
1970	80,448,463	1971	83,137,324	2,688,861	8,709,902	6,021,041	3.3	69.1	7.5
1971	83,137,324	1972	86,438,957	3,120,633(2)	10,178,662	7,058,029	3.8	69.3	8.5
1972	86,438,957	1973	89,805,159	3,366,202	11,353,586	7,987,384	3.9	70.4	9.2
1973	89,805,159	1974	92,607,551	2,802,392	9,996,071	7,193,679	3.1	72.0	8.0
1974	92,607,551	1975	95,240,602	2,633,051	8,301,759	5,668,708	2.8	68.3	6.1
1975	95,240,602	1976	97,818,221	2,577,619	9,406,522	6,828,903	2.6	72.6	7.2
1976	97,818,221	1977	99,903,594	2,085,373	10,319,298	8,233,925	2.1	79.8	8.4
1977	99,903,594	1978	102,956,713	3,053,119	10,960,194	7,907,075	3.1	72.1	7.9
1978	102,956,713	1979	104,676,507	1,719,794	11,032,068	9,312,274	1.7	84.4	9.0
1979	103,365,589*	1980	104,563,781	1,198,192	9,603,185	8,404,993	1.2	87.5	8.1
1980	104,563,781	1981	105,838,582	1,274,801	8,817,281	7,542,480	1.2	85.5	7.2
1981	105,838,582	1982	106,867,108	1,028,526	7,949,799	6,921,273	1.0	87.1	6.5
1982	106,867,108	1983	108,961,215	2,094,107	8,336,651	6,242,544	2.0	74.9	5.8
1983	108,961,215	1984	112,018,640	3,057,425	9,732,353	6,674,928	2.8	68.6	6.1
1984	112,018,640	1985	114,662,333	2,643,693	10,372,287	7,728,594	2.4	74.5	6.9
1985	114,662,333	1986	117,268,071	2,605,738	11,048,203	8,442,465	2.3	76.4	7.4
1986	117,268,071	1987	119,848,769	2,580,698	10,684,054	8,103,356	2.2	75.9	6.9
1987	119,848,769	1988	121,519,074	1,670,305	10,424,490	8,754,185	1.4	84.0	7.3

*—Adjusted to reflect transfer of 1,310,918 window vans from passenger total.

(1)—Each year many trucks are issued passenger car license plates because of their intended use or local state laws. Beginning in 1966 VIN prefixes were used to achieve an accurate means of identifying these trucks in all states. The 1965 growth and scrappage figures have been adjusted to reflect the estimated 700,000 trucks which were selected from the passenger car file and properly counted as trucks.

(2)—Each year vehicles registered in one state to an address in a different state have been excluded from the count of vehicles in operation. Beginning in 1971 about 181,000 passenger cars registered to fleets at out-of-state addresses have been included.

NOTE: Adjustments for the absence of Oklahoma have been made where applicable.

R.L. POLK & CO. MOTOR STATISTICAL DIVISION

1988 U.S. truck fleet reaches 50.2 million vehicles

	Trucks in use on July 1		Trucks in use on June 30	Growth of Trucks in Use During Period	New Trucks Registered 7-1/6-30	Trucks Scrapped During Period	Growth % of Trucks in Use	Scrappage % of New Trucks Regis. During Period	Scrappage % of Trucks in Use on July 1
1957	9,775,950	1958	10,056,567	280,617	782,862	502,245	2.9	64.2	5.1
1958	10,056,567	1959	10,532,145	475,578	847,663	372,085	4.7	43.9	3.7
1959	10,532,145	1960	10,802,959	270,814	961,382	690,568	2.6	71.8	6.6
1960	10,802,959	1961	11,042,770	239,811	886,602	646,791	2.2	73.0	6.0
1961	11,042,770	1962	11,463,381	420,611	996,514	575,903	3.8	57.8	5.2
1962	11,463,381	1963	11,902,039	438,658	1,158,697	720,039	3.8	62.1	6.3
1963	11,902,039	1964	12,444,964	542,925	1,322,795	779,870	4.6	59.0	6.6
1964	12,444,964	1965	13,126,579	681,615	1,417,590	735,975	5.5	51.9	5.9
1965	13,126,579	1966	14,356,591	530,012(1)	1,603,605	1,073,593	4.0	66.9	8.2
1966	14,356,591	1967	14,988,491	631,900	1,578,549	946,649	4.4	60.0	6.6
1967	14,988,491	1968	15,684,917	696,426	1,556,968	860,542	4.6	55.3	5.7
1968	15,684,917	1969	16,586,368	901,451	1,867,454	966,003	5.7	51.7	6.2
1969	16,586,368	1970	17,687,505	1,101,137	1,938,310	837,173	6.6	43.2	5.0
1970	17,687,505	1971	18,462,287	774,782	1,818,659	1,043,877	4.4	57.4	5.9
1971	18,426,287	1972	19,772,938	1,310,651	2,358,682	1,048,031	7.1	44.4	5.7
1972	19,772,938	1973	21,411,931	1,638,993	2,846,529	1,207,536	8.3	42.4	6.1
1973	21,411,931	1974	23,312,245	1,900,314	2,947,521	1,047,207	8.9	35.5	4.9
1974	23,312,245	1975	24,812,843	1,500,598	2,408,297	907,699	6.4	37.7	3.9
1975	24,812,843	1976	26,560,296	1,747,453	2,844,910	1,097,457	6.6	38.6	4.4
1976	26,560,296	1977	28,221,661	1,661,365	3,329,018	1,667,653	5.9	50.1	6.3
1977	28,221,661	1978	30,564,701	2,343,040	3,769,334	1,426,294	8.3	37.8	5.1
1978	30,564,701	1979	32,582,991	2,018,290	3,934,432	1,916,142	6.6	48.7	6.3
1979	33,893,909*	1980	35,267,535	1,373,626	3,105,296	1,731,670	4.1	55.8	5.1
1980	35,267,535	1981	36,069,197	801,662	2,320,208	1,518,546	2.3	65.4	4.3
1981	36,069,197	1982	36,986,537	917,340	2,376,135	1,458,795	2.5	61.4	4.0
1982	36,986,537	1983	38,143,304	1,156,767	2,647,738	1,490,971	3.1	56.3	4.0
1983	38,143,304	1984	40,142,872	1,999,568	3,601,457	1,601,889	5.2	44.5	4.2
1984	40,142,872	1985	42,386,882	2,244,010	4,344,130	2,100,120	5.6	48.3	5.2
1985	42,386,882	1986	44,825,523	2,438,641	4,747,731	2,311,090	5.8	48.7	5.5
1986	44,825,523	1987	47,344,319	2,518,796	4,882,776	2,363,980	5.6	48.4	5.3
1987	47,344,319	1988	50,221,502	2,877,183	5,127,715	2,250,532	6.1	43.9	4.8

*—Adjusted to reflect transfer of 1,310,918 window vans from passenger car total to truck total.

(1)—Each year many trucks are issued passenger car license plates because of their intended use or local states laws. Beginning in 1966 VIN prefixes were used to achieve an accurate means of identifying these trucks in all states. The 1965 growth and scrappage figures have been adjusted to reflect the estimated 700,000 trucks that were selected from the passenger car file and properly counted as trucks.

NOTE: Adjustments for the absence of Oklahoma and other states have been made where applicable.

R.L. POLK & CO. MOTOR STATISTICAL DIVISION

ET CETERA

Major automakers' joint ventures, equity stakes with other car companies, assembly operations

United States

Chrysler Corp.

50% of Diamond-Star Motors Corp., Bloomington-Normal, Ill. Car manufacture. With Mitsubishi.
49% of Arab American Vehicles Ltd., Egypt. Jeep assembly.
31% of Beijing Automobile Works, China. 4wd vehicle manufacture.
22% of Mitsubishi Motors Corp., Japan.
16% of Maserati S.p.A., Italy. (Chrysler has option to acquire a total of 51% by 1995.)
Chrysler has announced a 50-50 joint venture with Renault to develop and produce a small sport utility in Europe and North America.

Ford Motor Co.

75% of Aston Martin Lagonda Ltd., Great Britain.
74% of Vehicle Assemblers of New Zealand. Car and commercial vehicle assembly. With Mazda Motor of New Zealand.
70% of Ford Lio Ho Motor Co. Ltd., Taiwan.
Controlling interest in AC Cars, Great Britain.
49% of Autolatina, Brazil and Argentina. With Volkswagen.
48% of Iveco-Ford Truck Ltd., Great Britain. With Iveco (Fiat).
30% of Otomobil Sanayii Anomin Sirketi, Turkey. Car and truck manufacture.
25% of Mazda Motor Corp., Japan.
10% of Kia Motors Corp., South Korea. (See Mazda.)

General Motors

50% of CAMI Automotive Inc., Ingersoll, Ontario. Car and sport utility assembly. With Suzuki.
50% of Daewoo Motor Co. Ltd., South Korea.
50% of New United Motor Mfg. Inc., Fremont, Calif. Car assembly. With Toyota.
50% of United Australian Automotive Industries, Australia. Vehicle design, engineering, manufacture. With Toyota.
49% of General Motors Kenya Ltd. Vehicle assembly.
49% of Constructora Venezolana de Vehiculos. Venezuela. Vehicle assembly.
49% of Empresa Mixta, Venezuela. Vehicle assembly.
46% of Autos y Maquinas del Ecuador. Vehicle assembly.
40% of Isuzu Motors Ltd., Japan.
31% of General Motors Egypt. Commercial vehicle manufacture. (See Isuzu.)
24% of Volvo GM Heavy Truck Corp., Greensboro, N.C. With Volvo. (GM has option to buy up to 35% by 1993.)
22% of Omnibus BB Transportes, Ecuador. Bus manufacture, vehicle assembly.
20% of Genie Mecanique Zairois, Zaire. Vehicle assembly.
5% of Suzuki Motor Co. Ltd., Japan.

Japan

Fuji Heavy Industries Ltd. (Subaru)

51% of Subaru-Isuzu Automotive Inc., Lafayette, Ind. Car and truck assembly. With Isuzu.
45% of Ta Ching Motor Co., Taiwan. Small-car assembly.

Honda Motor Co. Ltd.

25% of NZMC Ltd., New Zealand. Car assembly.
23% of Oriental Assemblers, Malaysia. Car assembly.
14% of San Yang Industries Co. Ltd., Taiwan.
10% of Tata Engineering and Locomotive Co. Ltd., India. Car assembly.

Isuzu Motors Ltd.

49% of Subaru-Isuzu Automotive Inc., Lafayette, Ind. Car and truck assembly. With Fuji.
48% of Isuzu Motors Co. Ltd., Thailand. Vehicle manufacture.
25% of Automotive Manufacturers,Malaysia. Vehicle manufacture.
20% of General Motors Egypt. Commercial vehicle assembly and manufacture. (See General Motors.)
15% of Qingling Motors Co. Ltd., China. Vehicle manufacture.
15% of Anadolu Otomotiv Sanayii ve Ticaret, Turkey. Vehicle manufacture.
10% of Industries Mecaniques Maghrebines, Tunisia. Vehicle assembly.

Mazda Motor Corp.

50.6% of Kijkamol Sukosol Co. Ltd., Thailand. Vehicle assembly.
32% of Asia Automobile Industries, Malaysia. Vehicle assembly.
26% of Vehicle Assemblers of New Zealand. Car and commercial vehicle assembly. With Ford. (Mazda owns 50% of Mazda Motor of New Zealand Ltd., which holds the 26% stake in Vehicle Assemblers of New Zealand.)
10% of Swaraj Mazda Ltd., India. Commercial vehicle assembly.
15% of Compania Colombiana Automotriz, Colombia. Car and commercial vehicle assembly.
8% of Kia Motors Corp., South Korea. (See Ford.)

Mitsubishi Motors Corp.

50% of Diamond-Star Motors Corp., Bloomington-Normal, Ill. Car assembly. With Chrysler.
50% of Philippine Automotive Manufacturing Corp. Vehicle assembly.
49.8% of Mitsubishi Motors Australia Ltd. Vehicle manufacture.
49.8% of UNIVEX, Comercio e Industria de Automoveis E Camides, Portugal. Vehicle assembly.
48% of MMC Sittipol Co. Ltd., Thailand. Vehicle manufacture.
30% of Perusahaan Otomobil Nasional (PROTON), Malaysia. (15% each held by MMC and Mitsubishi Corp.)
19% of China Motor Co. Ltd., Taiwan. Vehicle manufacture.
14% of Hyundai Motor Corp., South Korea. (7% each held by MMC and Mitsubishi Corp.)
10% of Eicher Motors Ltd., India. Truck assembly.

Nissan Motor Co. Ltd.

66% of Nissan Motor Iberica, Spain. Vehicle manufacture.
56% of Nissan Motor del Peru. Vehicle manufacture.
42% of Nissan Shatai Co. Ltd., Japan. Car and commercial vehicle manufacture.
41% of Nissan Diesel Motor Co. Ltd., Japan. Truck and bus manufacture.
34% of Aichi Machine Industry Co. Ltd., Japan. Commercial vehicle manufacture.
25% of Yue Loong Motor Co. Ltd., Taiwan.
5% of Fuji Heavy Industries Ltd., Japan.

Suzuki Motor Co. Ltd.

50% of CAMI Automotive Inc., Ingersoll, Ontario. Car and sport utility assembly. With General Motors.
26% of Maruti Udyog Ltd., India. Van, pickup, car and 4wd vehicle assembly.
20% of Suzuki Egypt. Van and truck assembly.
17% of Land Rover Santana, Spain. 4wd vehicle assembly.
12% of Pak Suzuki Motor Co. Ltd., Pakistan. Van, pickup, car, 4wd vehicle assembly.

Toyota Motor Corp.

65% of Toyota Motor Thailand Co. Ltd. Vehicle assembly.
50% of New United Motor Mfg. Inc., Fremont, Calif. Car assembly. With General Motors.
50% of United Australian Automotive Industries, Australia. Vehicle design, engineering, manufacture. With General Motors.
49% of Toyota del Peru. Vehicle assembly.
49% of P.T. Toyota-Astra Motor, Indonesia. Vehicle assembly.
27% of Salvador Caetano, Portugal. Vehicle assembly.
26% of DCM Toyota Ltd., India. Small-truck assembly.
14% of Daihatsu Motor Co. Ltd., Japan.
10% of Hino Motors Ltd., Japan. Truck and bus manufacture.

Europe

Daimler-Benz AG

81% of Mercedes-Benz Espana, Spain. Vehicle assembly.
50.1 % of Mercedes-Benz of South Africa. Vehicle assembly.
49% of Fabrica de Autotransportes Mexicana, Mexico. Vehicle assembly.
42% of Otobus ve Motorlu Araclar Sanayii Anonim Sirketi, Turkey. Vehicle assembly.
40% of Anambra Motor Manufacturing Co. Ltd., Nigeria. Vehicle assembly.
33% of P.T. German Motor Manufacturing, Indonesia. Vehicle assembly.
26% of National Automobile Industry Co. Ltd., Saudi Arabia. Vehicle assembly.
25% of Bajaj Tempo Ltd., India. Vehicle assembly.
13% of Tata Engineering and Locomotive Co. Ltd., India. Vehicle assembly.

Fiat S.p.A.

90% of Ferrari, Italy. Car assembly. With Ferrari.
70% of The Automotive Manufacturing Co. of Ethiopia. Commercial vehicle assembly.
65% of Ashok Leyland, India. Bus and commercial vehicle assembly.
50% of Societa Europea Veicoli Leggeri, Italy. Van assembly. With Peugeot.
49% of Fabrica de Motores—Fademotor, Venezuela. Commercial vehicle assembly.
48% of Iveco-Ford Truck Ltd., Great Britain. With Ford.
40% of National Trucks Manufacturers Ltd., Nigeria.
39% of Ashok Leyland Ltd., India. Truck manufacture.
33% of Incar Ltd., Tanzania. Car and commercial vehicle assembly.
27% of Zastava Privredna Vozila, Yugoslavia. Commercial vehicle assembly.
25% of Khodrowsazan Sherkat Sahami, Iran. Light commercial vehicle assembly.
25% of Libyan Trucks and Bus Co., Libya.
20% of Someca S.A., Morocco. Car assembly.
15% of L'Auto-Locomotion S.A., Belgium. Vehicle assembly.

Peugeot S.A.

60% of Automotores Franco-Chilena, Chile. Car assembly.
58% of Citroen Hispania, Spain. Car assembly.
49% of Societe Anonyme des Usines Chausson, France. Car and commercial vehicle manufacture. With Renault.
50% of Societa Europea Veicoli Leggeri, Italy. Van assembly. With Fiat.
40% of Peugeot Automobile Nigeria Ltd. Car assembly.
22% of Guangzhou Peugeot Automobile Co. Ltd., China. Light truck and car assembly.
20% of Ste. Marocaine de Constructions Automobiles—Somaca, Morocco. Car assembly.

Renault

90% of Renault Truck Industries, Great Britain. Truck assembly.
72% of Fabrication de Automoviles Renault de Espana, Spain. Vehicle assembly.
72% of Renault Argentina. Vehicle assembly.
65% of Renault Portuguesa, Portugal. Car assembly.
49% of Venezolana de Produccion Renault, Venezuela. Car assembly.
49% of Societe Anonyme des Usines Chausson. Passenger cars, commercial vehicles, components. With Peugeot.
44% of Mack Trucks Inc., Allentown, Pa.
44% of Oyak Renault Otomobili Fabrikalari, Turkey. Car assembly.
41% of Automores Franco-Chilena, Chile. Vehicle assembly.
20% of Revoz, Yugoslavia. Car assembly.
Renault has announced a 50-50 joint venture with Chrysler to develop and produce a small sport utility in Europe and North America.

Saab-Scania AB

50% of Saab-Valmet, Finland. Car manufacture.

Volkswagen AG

75% of SEAT, Spain. (VW has option to buy rest of company by 1990.)
51% of Autolatina, Brazil and Argentina. With Ford.
50% of Shanghai-Volkswagen Automotive Co., China. Vehicle assembly.
49% of TAS Tvornica Automobila Sarajevo, Yugoslavia. Car assembly.
40% of Volkswagen of Nigeria Ltd. Vehicle assembly.

AB Volvo

76% of Volvo GM Heavy Truck Corp., Greensboro, N.C. With General Motors.
30% of Volvo Car B.V., The Netherlands. Vehicle manufacture.

NOTE: List does not include equity holdings greater than 90% or less than 5%. Copyright 1989, Automotive News

Data Sources

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Trans Sport: Pontiac's entry in GM's fleet of all-purpose vehicles

GM assigns major job to minivan

Ring up 225,000 sales and lead the way in styling, plastics

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — General Motors' all-purpose vehicle represents the automaker's attempt to leapfrog its competitors in sales and styling in the fast-growing minivan market as well as advance its leadership in plastics technology in the 1990s.

Chrysler's Lutz calls GM entry a "kosher pork chop," Page 41

GM plans to sell 225,000 front-wheel-drive APVs annually. They will go on sale this summer and will be marketed as the 1990 Chevrolet Lumina APV, Oldsmobile Silhouette and Pontiac Trans Sport.

Chevrolet, which also has the only cargo version, initially will receive the bulk of APV production. Pontiac and Oldsmobile allocations will be smaller, but the eventual mix will depend on which of the three divisions has the greatest sales success.

For Oldsmobile, the Silhouette minivan is the first truck ever sold by the division. Pontiac-badged trucks were sold in the late 1940s and early 1950s.

GM expects 40 percent of all sales will be to owners of competitive makes switching from minivans or sedans to the APV.

James Westby, APV program manager, predicted the APV will carve out a new niche in the minivan market. It is targeted not only at present minivan owners but also at sedan owners who previously wouldn't have considered a minivan because of its boxy look and bouncy ride.

The APV, Westby said, provides them with a vehicle that looks good and is pleasant to drive to work every day but also can haul the kids and dog to the beach.

"Now you can combine the utility of a van with style and flair," he added.

GM's market research estimates that the minivan market will grow to more than 1 million units annually in the 1990s. In 1988, minivan sales totaled nearly 820,000 units.

Chrysler Motors, which introduced the minivan in

see APV, page 41

Lutz: Hefty hikes in 1990 prices

Dodge's Monaco returns; more V-6s

By Mary Connelly
AUTOMOTIVE NEWS STAFF REPORTER

HIGHLAND PARK, Mich. — The launch of the 1990 model year will trigger hefty vehicle price increases at the Big 3.

Chrysler Motors President Robert Lutz said the Big 3 face federally mandated vehicle passive restraints, incentive costs, rising material prices and mounting profit-margin pressures.

In the interview, Lutz also discussed the automaker's 1990 products and said the Monaco name will be resurrected for the new Dodge model based on the Eagle Premier.

"I just think something has got to give," said Lutz, regarding the likelihood of a large price hike. "Everybody is looking at the same situation. Chrysler does not in any way lead with pricing, but my personal belief is that there will be fairly heavy pricing this year."

General Motors declined comment on 1990 model year pricing.

Philip E. Benton Jr., president of the Ford Automotive Group, said, "We haven't made that final decision at this point in time and won't until we get much closer to introduction and get more information as to cost and also what the general competitive climate looks like."

In the fall of 1989, GM raised introductory car prices 2.9 percent, Ford Motor Co. 2.6 percent and Chrysler 2.3 percent on a comparably equipped basis.

Auto analysts agree that the Big 3 will raise prices more on 1990 models than they have on models of the recent past. They expect it will be more than a 3 percent increase and possibly more than 4 percent.

They, too, cite cost pressures, including higher raw material costs and aggressive incentives, and the cost to install passive restraints.

Lutz

In addition, they say, the Big 3 traditionally has raised prices more when they anticipate lower volume than when they envision an upswing in sales.

While industry demand is weak and not expected to rise, Lutz said, "The classical economical theory of reducing price in time of weak demand only works up to a degree. In essence, the rebates are already the price cut."

Chrysler has told analysts its incentive costs rose from $650 per vehicle in the first quarter of 1989 to $800 per unit in the second quarter.

"The industry has gotten to the point where despite very heavy incentives, the American public isn't

see LUTZ, page 43

Lexus takes low road, beats Euro pricing

By Jesse Snyder
AUTOMOTIVE NEWS STAFF REPORTER

LOS ANGELES — Toyota Motor Sales U.S.A. fired its first salvo in the coming luxury car war by pricing its top-line Lexus sedan $9,000 to $26,000 below its better-known and more prestigious European competitors.

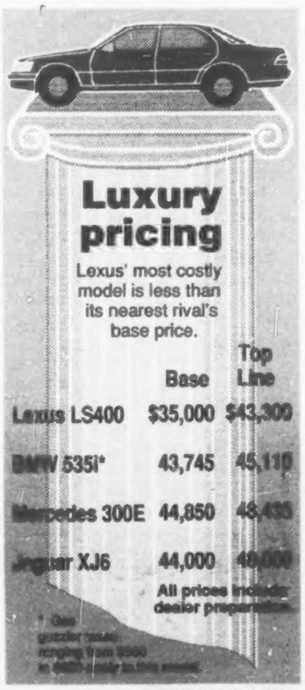
The base price of the flagship LS400 is $35,000. Although an LS400 with all available options would cost $43,300, Lexus will not produce any with a full option load for several months for the express purpose of having no car in a Lexus dealership with a sticker price above $40,000.

The smaller ES250 sedan carries a base price of $21,050. With four available options, its maximum sticker price is $23,650.

The cars go on sale Sept. 1.

Dealers welcomed the price an-

see LEXUS, page 43



Luxury pricing

Lexus' most costly model is less than its nearest rival's base price.

	Base	Top Line
Lexus LS400	$35,000	$43,300
BMW 535i*	43,745	45,110
Mercedes 300E	44,850	48,435
Jaguar XJ6	44,000	49,000

All prices include dealer preparation.

* Gas guzzler taxes ranging from $500 to [illegible] apply to this model.

AUTOMOTIVE NEWS / [illegible]

Smith favors Saturn-type plant in Europe

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

FLORENCE, Italy — General Motors, buoyed by new optimism about the European market and its own rising market share, wants to build a Saturn-class plant in Europe someday, Chairman Roger B. Smith said.

Smith, in Florence to address the opening of an International Symposium on Automotive Technology and Automation conference, told a press conference that GM also has considered reopening a shuttered Belgian plant to ease current capacity constraints.

He told European reporters the U.S. Saturn project is on schedule and under budget. Saturn production is scheduled to begin in Spring Hill, Tenn., late next year.

"It won't be exported to Europe in the next few years," Smith said. "Hopefully, down the road sometime, we'll want to put a Saturn type plant (in Europe), but not now."

There are no immediate plans for a new GM plant in Europe. The company's increasing share of a rapidly growing market has forced it to squeeze more capacity out of existing facilities, according to General Motors Europe President Robert Eaton, who accompanied Smith on his trip to Florence.

Smith: "As of this moment, we have no plans for any other acquisitions, but that might change tomorrow."

GM initially forecast a European car market of 12.6 million to 12.7 million this year, a slight drop from 1988's record 12.9 million. But the company now expects another record in 1989, with sales reaching 13.1 million to 13.2 million. Though several analysts have revised their 1989 projections upward, GM's forecast is the most optimistic to date.

"We see that continuing on a trend basis to around 14.5 to 15 million by 1995," said Eaton. "We're trying not only to meet that market, but to get a greater penetration."

GM last year held 10.6 percent of the West European market with sales of 1.37 million cars. But GM was at 11 percent through the first four months of 1989 on the strength of the new Vectra.

Eaton said GM started last fall with a capacity of 85 Vectras per hour and is now implementing capacity for 115 per hour and planning a further increase of 15-20 percent.

But Eaton said GM is squeezing new capacity from all of its European plants.

"There is not a single location in Europe where we are not looking at significant capacity increases," he said.

As part of his European visit, Smith inspected a shuttered Belgian plant that may soon be reopened.

Smith scheduled a visit to Antwerp, Belgium, last Friday to inspect manufacturing operations there.

see GM, page 42

tive cauldron
and bubbles
Page 2

New vehicles slated
for Chrysler in China
Page 3

Hungerland to revamp
VWoA marketing
Page 4

NEWSPAPER

Benton: Backlash from Ford's success is inevitable AUTOMOTIVE NEWS/JOE WILSSENS

Benton and Ford under glass

By David Versical
AUTOMOTIVE NEWS STAFF REPORTER

DEARBORN, Mich. — The Bronco II has been slapped by a consumer magazine, some Ford engineers are grumbling and the company has idled assembly plants for the first time in six years.

Could the honeymoon be over at Ford Motor Co.?

Philip E. Benton Jr. laughed at the question. Yet the president of the Ford automotive group hesitates as he finds an answer.

"I don't know," he said in an interview. "I don't know.

"It is almost inevitable that there is a backlash from success, just as there is a backlash from the lack of success."

This year has held a mixture of news that Benton can live with: U.S. sales are down, for example, yet Ford's market share and corporate earnings continue to rise. And while General Motors will capture headlines with a flurry of product launches this calendar year, Ford is looking ahead to a busy 1990.

One of those products will replace the Bronco II, the sport-utility that Consumer Reports recently branded as unstable.

This spring, Ford has temporarily idled the plants that make Escort and Tempo/Topaz to help trim inventories. The closings won't extend beyond those plants, Benton said, although overtime is being reduced in some locations. Ford has enough orders to keep the rest of its assembly sites running through July vacation time, Benton said.

He is predicting a dogfight in showrooms, however, as automake attempt to clear out 1989 inventory. Benton held out little hope that the industry will be able to get along without its incentive crutch anytime soon.

"If that's the way it's going to be, we'll just have to adapt to it," he said.

see BENTON, page 42

And then a tractor plowed through the shop door

OMAHA, Neb. — A man who was upset that an extended warranty failed to cover the cost of his auto repairs apparently decided to take out his frustrations by driving a tractor through a dealership's glass service door.

It crashed through the door of Reagan Buick's service department, said Dan Rabbass, service manager. Damage was estimated at $4,000.

Jess Moore, 59, of Papillion, Neb., was arrested on charges of felony destruction of property and misdemeanor assault, according to police.

Rabbass said Moore brought a 1984 Buick into the dealership for repairs. He said repair of a leaking gasket would cost $300 to $400.

Moore was told by his insurance company, according to Rabbass, that unless he produced evidence that regular maintenance had been performed on the car, Moore would have to pay for the repairs. Rabbass said Moore became upset when he learned that his mechanical insurance policy would not cover the cost of repairs. Police Capt. William Crawford said a police report indicated that Moore "was unsatisfied at what he thought was the failure (of the dealership) to do work under an extended warranty."

— The Associated Press

Chrysler maps China gains

In-house BJ-212 planned; other vehicles on tap

By Francis J. Gawronski
AUTOMOTIVE NEWS STAFF REPORTER

Chrysler Corp. is planning to expand its operations in China by producing new vehicles and replacing the BJ-212 utility vehicle with one designed jointly with its Chinese partner.

Peter C. Badore, Chrysler Motors business development program director for Japan and China, also revealed that Beijing Jeep Corp. has invested in a second set of Cherokee dies that are being produced in Toledo, Ohio, and will be used in China. It is part of Beijing Jeep's program to increase vehicles' local content. Badore said a right-hand-drive version for export is being readied.

Badore

Chrysler owns 31 percent of Beijing Jeep, and state-run Beijing Automotive Works owns the rest.

Beijing Jeep produces the Jeep Cherokee — 5,000 units in 1988, compared to 4,500 in 1987 — and the BJ-212, a four-wheel-drive utility vehicle based on the Russian Gaz that was introduced in the 1950s. BJ-212 production in 1988 totaled 27,000, compared to 24,000 in 1987. Most of those vehicles are sold to state-run agencies and collectives.

The BJ-212 will be replaced in 1993-94 with a model developed jointly by the two partners. Badore also indicated that in five to 10 years, other Chrysler vehicles, including its van, may be built in China.

Badore said production of the Cherokee, introduced in 1986, will be increased substantially by 1995.

China's industrial and political systems are undergoing massive change as the country moves from a Soviet-style, planned economy to a state-guided, market economy, he said. And despite the recent unrest as citizens demand democratic reforms, the government is intent on pursuing its plans for economic development. Except for a one-day shutdown more than two weeks ago, the Beijing Jeep operation has been unaffected by the massive demonstrations, a Chrysler spokesman said.

"One of the state council's major priorities during this period of readjustment," Badore said, "is the development of a domestic automobile industry." He said he believes the central government will control China's budding auto industry, as well as other industries, by restricting them "to just a limited number of players (manufacturers)."

Badore said one of Chrysler's biggest advantages is that it is already in the market.

Beijing Jeep was established by American Motors and Beijing Automotive Works in January 1984. Chrysler acquired its stake when it bought AMC in 1987.

"The question for us is how large a player will we become?" Badore said.

Chrysler, now classified as one of the "Small 3" of the six major auto producers, expects to emerge as one of the top automotive manufacturers in China.

"The simplest way to define our strategy is that Chrysler doesn't look at itself as a Small 3 producer," Badore said. "We want to move from the lower tier to China's Big 3 tier of manufacturers."

In 1988, Chinese domestic manufacturers produced 647,000 vehicles, most of which were medium- and heavy-duty trucks and buses. That was 44 percent more than the 1987 volume of 450,000 units. Sales in 1988 were 687,000, up 37 percent over the 1987 total of 500,000.

The central government has chosen six companies to be part of an accelerated program to produce passenger cars.

The companies are grouped into the Big 3 — First Automobile Works, Second Automobile Works and Shanghai Volkswagen — and the Small 3 — Beijing Jeep Corp., Guangzhou-Peugeot and Tianjin Minibus.

Badore said First Automobile Works and Second Automobile Works are the largest, each producing about 100,000 vehicles, mostly trucks. Each is looking for a partner and hopes to produce 150,000 to 300,000 vehicles by the late 1990s.

Shanghai VW is building 15,000 VW Santanas annually but plans to produce 300,000 cars a year in the 1990s, according to Badore.

Chrysler sold First Automobile Works manufacturing and product technology for the Chrysler 2.3- and 2.5-liter four-cylinder engine family and 59 pieces of equipment to build the engines.

When the equipment is installed in a new engine plant to be completed by 1990, First Automobile Works will be able to produce 300,000 engines annually for use in the vehicles it manufactures, including the Audi 100 and the Nissan Cab Star, Badore said.

Beijing Jeep built 5,000 Cherokees in 1988

Beijing Jeep also is constructing an engine plant for the machining and assembly of the Jeep 2.5-liter, four-cylinder engine, Badore said. The company currently assembles that engine in limited volumes from imported parts.

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Nissan executive may be next Fuji president

By Mary Ann Maskery
AUTOMOTIVE NEWS STAFF REPORTER

TOKYO — Nissan Motor Executive Vice President Takuro Endo will be "loaned out" to Fuji Heavy Industries, builder of Subaru cars, as an outside member of the board.

Endo will remain a Nissan board member and retain his title as a Nissan managing director. His title at Fuji has not been determined, but news reports suggest Endo may be the next president of Fuji, replacing Toshihiro Tajima, who is expected to retire in a year.

Nissan owns 4 percent of Fuji.

Tajima's predecessor, Sadamichi Sasaki, was also from Nissan.

While at Nissan, Endo was in charge of the production operations group. In that post, he directed purchasing, production control, logistics control, distribution and production of knockdown kits for shipment overseas.

At one time, Fuji played a subsidiary role for Nissan. It produced models like the Pulsar, as well as components for some Nissan projects in the aerospace industry.

But now, the direct relationship is much more limited.

Fuji also will have another new board member from the Industrial Bank of Japan. Motomu Toshiya will join Tajima and Akira Soejima, Fuji senior managing director, both of whom are alumni of the bank.

Eiichi Ohara, the current chairman, and former Fuji president, was also from the Industrial Bank, which has a large, undisclosed stake in the company.

Fuji's unconsolidated pre-tax profit for the year ended March 31 dropped 14.9 percent to 13.8 billion yen ($97 million).

The decline was attributed to a 14.5 percent drop in exports that offset a slight gain in domestic sales.

Of the seven Japanese auto companies filing financial reports for the period ended March 31, only Fuji and Suzuki Motor Co. reported declines in pre-tax profit.

Suzuki's pre-tax profit dropped 22.2 percent to 15.7 billion yen ($110.6 million) due to a decline in exports, higher depreciation charges and expenditures needed for a major change in its lineup.

Meanwhile, Nissan Motor Co. has named four new board members and replaced 14 others. The changes bring the total number of directors to 44.

The move reduces the average age of the board members from 59 to 56 and indicates a generational change from the old regime of Chairman Takashi Ishihara to a younger group represented by President Yutaka Kume.

One of the new directors is Kousei Minami, general manager of Nissan's CR program office. CR is the code name for the front-wheel-drive van joint venture between Nissan and Ford Motor Co.

The changeover in board members will result in the retirement of three of Nissan's five executive vice presidents.

They are Zenzo Sonoda, who was in charge of product planning and marketing, design and research; Taiji Hosokawa, who headed the administration group; and Tetsuro Sato, who was in charge of domestic sales.

AUCTION DATES

Chrysler Motors

June 6 — American Auto Auction, Walpole, Mass.; Arena Auto Auction, Chicago; Nashville Auto Auction, Nashville, Tenn.; Florida Auto Auction of Orlando, Ocoee, Fla.; Portland Auto Auction, Portland, Ore.; Riverside Auto Auction, Riverside, Calif.; and Greensboro Auto Auction, Greensboro, N.C.

June 7 — A.D.E. of Birmingham, Birmingham, Ala., and Butler Auto Auction, Gibsonia, Pa.

June 8 — Northway Exchange, Clifton Park, N.Y.; Aptco Auto Auction, Taylor, Mich.; Indianapolis Auto Auction, Indianapolis; Omaha Auto Auction, Omaha, Neb.; Southwest Auto Auction, Phoenix, Ariz.; Ark-La-Tex Auto Auction, Shreveport, La.; and Amarillo Auto Auction, Amarillo, Texas

June 9 — Manheim Auto Auction, Manheim, Pa.

June 13 — Clanton's Auto Auction, Darlington, S.C.; Denver Auto Auction, Aurora, Colo.; Southern Auto Auction, Warehouse Point, Conn.; Hatfield Auto Auction, Hatfield, Pa.; South Seattle Auto Auction, Kent, Wash.; Golden Gate Auto Auction, Fremont, Calif.; and Dallas Auto Auction, Grand Prairie, Texas

June 14 — Columbus Fair Auto Auction, Obetz, Ohio; Minneapolis Auto Auction, Plymouth, Minn.; and West Palm Beach Auto Auction, West Palm Beach, Fla.

June 15 — Big Sky Auto Auction, Billings, Mont.; Fredericksburg Auto Auction, Fredericksburg, Va.; Salt Lake Auto Auction, Salt Lake City; and Metro Auto Auction Kansas City, Lee's Summit, Mo.

June 16 — St. Louis Auto Auction, St. Louis, and Tri-State Auto Auction, Cicero, N.Y.

Ford Motor Co.

June 6 — Harrisonburg Auto Auction, Harrisonburg, Va., and Bay Cities Auto Auction, Hayward, Calif.

June 7 — Concord Auto Auction, Acton, Mass.; Aptco Auto Auction, Taylor, Mich.; and Metro Auto Auction of Kansas City, Lee's Summit, Mo.

June 8 — Auto Auction of Billings, Billings, Mont.; Greensboro Auto Auction, Greensboro, N.C.; Texas Hobby Auto Auction, Houston; and Skyline Auto Exchange, Fairfield, N.J.

June 13 — Fort Worth Auto Auction, Fort Worth, Texas, and Newburgh Auto Auction, Lee's Summit, Mo.

June 14 — Atlanta Auto Auction, Red Oak, Ga.; Baltimore-Washington Auto Exchange, Baltimore; Lakeland Auto Auction, Lakeland, Fla.; and Southern California Auto Auction, Fontana, Calif.

June 15 — Ohio Auto Auction, Grove City, Ohio, and St. Louis Auto Auction, Bridgeton, Mo.

June 20 — Greater Chicago Auto Auction, Chicago; Bay Cities Auto Auction, Hayward, Calif.; and South Seattle Auto Auction, Kent, Wash.

June 21 — Northway Auto Auction, Clifton Park, N.Y.; Albuquerque Auto Auction, Albuquerque, N.M.; and Indianapolis Auto Auction, Indianapolis

June 22 — Denver Auto Auction, Aurora, Colo.; Interstate Auto Auction, Mercer, Pa.; Minneapolis Auto Auction, Plymouth, Minn.; Nashville Auto Auction, Nashville, Tenn.; Southwest Auto Auction, Phoenix, Ariz.; Skyline Auto Exchange, Chandler, Ariz.; and 166 Auto Auction, Springfield, Mo.

General Motors

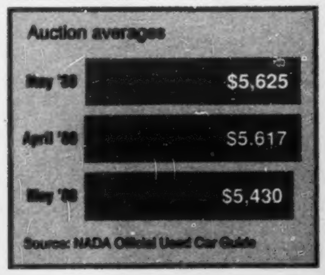
June 6 — Southern Auto Auction, East Windsor, Conn., and Dallas Auto Auction, Grand Prairie, Texas

June 7 — Atlanta Auto Auction, Atlanta; Puget Auto Auction, Auburn, Wash.; Baltimore-Washington Auto Auction, Baltimore; Clanton's Auto Auction, Darlington, S.C.; Mississippi Auto Auction, Hattiesburg, Miss.; and Omaha Auto Auction, Omaha, Neb.

June 8 — Arena Auto Auction, Chicago; Ohio Auto Auction, Grove City, Ohio; St. Louis Auto Auction, Bridgeton, Mo.; and Utah Auto Auction, West Bountiful, Utah

June 13 — A.D.E. of Birmingham, Moody, Ala.; National Auto Dealer Exchange, Bordentown, N.J.; and Florida Auto Auction of Orlando, Ocoee, Fla.

Used car sales

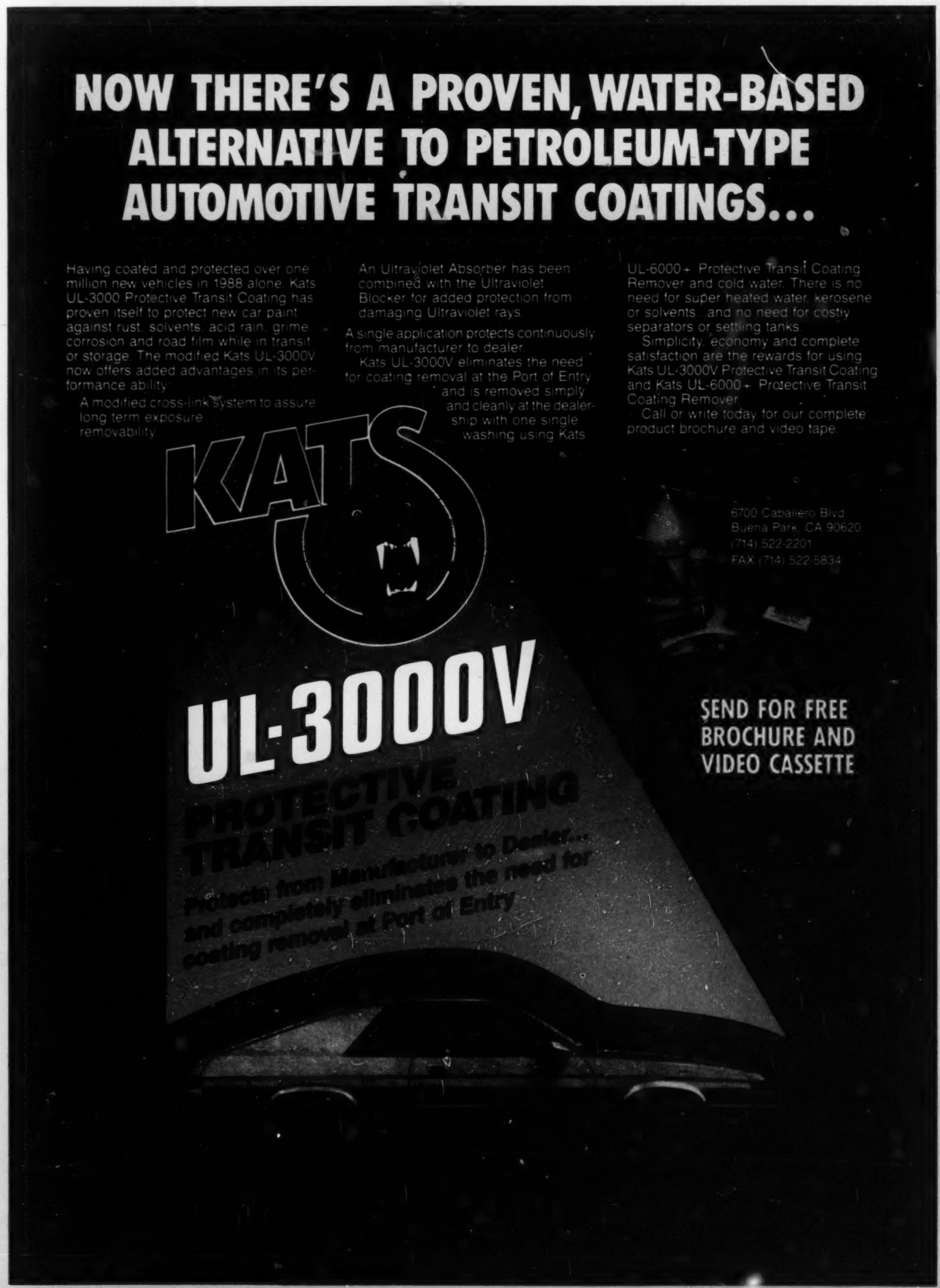


Source: NADA Official Used Car Guide

Model breakdown

Year	May 1989	April 1989	March 1989
1989	$11,469	$11,334	$10,867
1988	8,442	8,403	8,549
1987	6,279	6,410	6,337
1986	5,414	5,514	5,436
1985	4,397	4,457	4,399
1984	3,580	3,661	3,606
1983	2,707	2,843	2,872
1982	2,114	2,158	2,158
Overall Average	$5,625	$5,617	$5,430

Source: NADA Official Used Car Guide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